

The NATIONAL UNDERWRITER



Helping You Over the Grade

WHEN a long-haul freight train leaves its point of origin, it is usually pulled by a single locomotive. But when that train has left the city far behind and the mountains make it impossible for one locomotive to haul the heavy cars up the steep grades, a second locomotive is coupled to the first, and the combined power of the two enables the freight to climb the longest and steepest grades.

Often an insurance agent or broker encounters steep grades in the form of difficult cases and prospects. Perhaps it

is a situation where the guidance and added help of an experienced Fidelity and Surety man means the difference between getting up the grade or sitting helplessly at the bottom.

The Travelers maintains a staff of experienced Fidelity and Surety men to give the necessary help in just such situations. They will gladly "couple on" and help you over.

The Travelers Insurance Company, The Travelers Indemnity Company, The Travelers Fire Insurance Company, Hartford, Connecticut. All forms of bonds and insurance.



**Busy with their
own affairs—as well
as those of their neigh-
bors—some folks neglect to
guard against catastrophes
which strike when least expected!**

¶ Loss by fire causes great shock—
often brings misery and despair. A situ-
ation made more deplorable because the
risk was needlessly taken. ¶ The unpredict-
able nature of fire and other calamities is the
reason the alert agent is concerned with the
problems of others. His job is to safeguard
his assureds and their interests! ¶ Agents rep-
resenting one of the dependable stock fire
insurance companies of the Crum & Forster
Group know the value of the excellent service
rendered by our field representatives . . . the
cooperation of our Home Office executives...
the sound policy of operation on which we've
built an outstanding reputation! We understand
your job—and that helps us do our own job better!



CRUM & FORSTER MANAGERS

110 WILLIAM STREET • NEW YORK, N. Y.

United States Fire Insurance Co.
The North River Insurance Co.
Westchester Fire Insurance Co.
The Alemannia Fire Insurance Co. of Pittsburgh

Organized 1824
Organized 1822
Organized 1837
Organized 1868

Richmond Insurance Co.
Western Assurance Co., U. S. Branch
British America Assurance Co., U. S. Branch
Southern Fire Insurance Co., Durham, N. C.



Organized 1836
Incorporated 1851
Incorporated 1833
Incorporated 1923

WESTERN DEPT., FREEPORT, ILL. • PACIFIC DEPT., SAN FRANCISCO • SOUTHERN DEPT., ATLANTA • ALLEGHENY DEPT., PITTSBURGH • CAROLINAS DEPT., DURHAM, N. C.

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The NATIONAL UNDERWRITER

Forty-fourth Year—No. 30

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, JULY 25, 1940

\$4.00 Year, 20 Cents a Copy

Diversity of Views on Desirability of Bombardment Cover

Underwriters Study This
Feature but Reach No Con-
clusion

NEW YORK—There is still a very sharp diversity of opinion among company officials as to bombardment insurance and this is reflected in the special committee that is considering the subject. There are a number of inquiries coming from agents and brokers, especially along the Atlantic seaboard and from Texas as to rate, form, term of policy, etc. However, very little business is being closed.

How Subject Is Viewed

One school of underwriters regards war on this side of the Atlantic as rather remote and hence is willing to have the business written at reasonable rates. Others are fearful of the hazard and are taking the position that if a war situation actually develops devastation from aerial bombardment would be most destructive and might bankrupt some of the companies. They believe that the hazard is too great and the companies are not justified in assuming the liability.

They assert that the liability should be assumed by the federal government as is done in Great Britain.

Government in Insurance

In connection with the thought that this is really a government function and should not be assumed by private companies, it is the opinion of some officials that any form of insurance that the government undertakes tends to open the gate a little wider for government indemnity of various kinds. That is, each one of these actions is a further entering wedge. It is said that some of the bureaucrats in Washington welcome any suggestion of the government assuming liability along insurance lines as it fits into their program.

The committee considering bombardment insurance has studied modern warfare as it has revealed itself on the other side in the terrific onslaught of air raids. Heretofore destructive work of this kind has been confined largely to military objectives, industrial plants of all kinds, railroads, docks, etc. Now there seems to be no mercy shown any sort of building or person. Mercantile properties, private residences, educational institutions, churches, hospitals and, in fact, all classes are targets. Airplanes now are flying at great heights and dropping bombs so that they fall on objects that may be remote from what the bomber intends.

Would Have Zones

Even if a plan of bombardment insurance is worked out, the committee undoubtedly would grade the country into danger zones, putting the Atlantic and Pacific coastal areas in the higher rated brackets. Yet others contend that there

New Auto Policy Raises Interesting Questions

The new standard automobile fire, theft, comprehensive and collision policy promulgated by the National Automobile Underwriters Association last week has provoked many discussions about various points of coverage among insurance offices. While some of the time honored real and hypothetical questions have been resolved by the new form, many other possible situations have suggested themselves to observers. It is, of course, too early for anything but speculation.

It was a surprise to many that the new policy did not contain a definition of "collision." The popularity of the comprehensive policy, with collision excluded, has given rise to many borderline losses. In the past no policy had attempted to define "collision," but many rumors made their way around the business that a definition would be attempted in the new form and some tentative drafts with a definition were in circulation. Apparently, the association decided that any attempt to define "collision" would fail to cover all possible situations and hence that it would not accomplish any particular purpose.

New Comprehensive Clause

The new comprehensive insuring clause is materially different from the old. It covers "any loss of or damage to the automobile including damage by missiles or falling objects and glass breakage from any cause but excluding all other loss, the primary and immediate cause of which is a collision of the automobile and any other object, an upset of the automobile or a collision of the automobile and a vehicle to which it is coupled." The old contract covered any loss of or damage to the automobile subject to the exclusions and except collision with any other object or upset. The "special condition," added about a year after the comprehensive contract was first issued, stated that breakage of glass and damage caused directly by tornado, cyclone, windstorm, hail, falling aircraft or parts thereof, and damage resulting from theft, earthquake, explosion, riot, riot attending a strike, insurrection or civil commotion should not be considered a loss caused by collision or upset. An exclusion in the old policy, added about a year ago, denied liability for collision of the automobile and a vehicle to which it was coupled, which was intended to eliminate liability for "jack-knifing" of the automobile and a trailer. This occurs most commonly in connection with trucks and was added to the policy when commercial automobiles were made eligible for the comprehensive policy in most territories.

Glass breakage is unquestionably covered and presumably losses such as a tree being blown down by windstorm

is just about as much danger in the interior where are many airplane factories, oil refineries, munitions plants, etc.

Company officers have sounded out well-informed agents and brokers on the subject, but have not got any great amount of light.

and falling on the car are covered under the new clause. There is some question among observers, however, as to cases where the automobile is stolen and wrecked. It has been established for years that these losses are covered by theft policies, even where no collision insurance is carried, and the statement in the "special condition" that damage resulting from theft should not be considered a collision made the comprehensive policy cover these cases. Observers have wondered whether a literal interpretation of the new contract would indicate that such losses are covered, since there is no statement that damage by theft shall not be considered a collision and the new insuring clause excludes any loss "the primary and immediate cause of which is a collision." It is considered improbable that the companies will upset this established practice and deny liability, but speculation will undoubtedly continue until losses of this kind occur and are paid or refused.

"Joy Ride" Losses

A perennial problem in automobile insurance, under both theft coverage and the comprehensive contract, is the case of a person "borrowing" an automobile without the owner's permission, with intent or apparent intent to return the car, and smashing it. Under the "special condition" of the comprehensive policy and also under theft policies, companies have paid these losses where the taking amounted to a "theft," but not otherwise. There have been a number of court decisions on this subject, most of them turning upon whether the party who took the automobile intended to return it. The attitude toward losses of this type under the new policy will be watched with interest.

The theft insuring clause has also been radically revised, the term "theft" now appearing only in the title. The new theft insuring clause now covers "larceny, robbery or pilferage," and this has opened much discussion. There has been a strong current of legal opinion that the term "theft" in an automobile theft policy was not synonymous with "larceny" (which is a statutory term and varies in different states), and that there could be cases for which the guilty party might be convicted of larceny but which would not be covered by an automobile policy protecting against "theft." In this class generally were various cases of conversion or embezzlement, such as taking of a stored car by a garage employee, which have been made crimes of larceny by statute in many states, but which were not "theft" at common law. It is felt that substitution of the term "larceny" for "theft" in the automobile policy will probably eventually tie the coverage much more closely to the law of the state in which the taking occurs. This may also have an important influence on "joy ride" cases.

"Trick and Device" Clause Out

The theft coverage has also been broadened by the elimination of the exclusion of theft by any person or per-

(CONTINUED ON PAGE 21)

Insurance Cabinet of the U. S. Chamber Has Been Appointed

Esmond Ewing, Vice-pres-
ident Travelers Fire, Is
Designated as Chairman

WASHINGTON, D. C.—Fifteen of the country's leading insurance executives, representing all branches of the business, will comprise the insurance department committee of the United States Chamber of Commerce. The list was announced by President James S. Kemper, who is one of the leading insurance officials of the country, being president of the Lumbermen's Mutual Casualty, National Retailers Mutual, American Motorists, Federal Mutual Fire and Glen Cove Mutual. Mr. Kemper was one of the originators of the insurance department of the U. S. Chamber, he taking a conspicuous part in the organization for many years. He departs from the usual custom of naming one of the two insurance directors or an insurance man who was elected a director from his zone, as chairman and appoints Esmond Ewing, vice-president of the Travelers Fire, as committee head. President Kemper thus shows his non-partisanship in the conduct of the U. S. Chamber. John L. Train of Utica, N. Y., president of the Utica Mutual, is named as vice-chairman of the committee.

Members of the Committee

Others on the committee are: H. A. Behrens, chairman Continental Casualty, Chicago; B. M. Culver, president America Fore, New York; Edmund Fitzgerald, vice-president Northwestern Mutual Life, Milwaukee; H. J. Hagge, president Employers Mutual Liability, Wausau, Wis.; J. C. Harding, resident executive vice-president Springfield Fire & Marine, Chicago; W. W. Keith, president Cosgrove & Co., Los Angeles; L. A. Lincoln, president Metropolitan Life, New York; J. S. Myrick, Ives & Myrick, managers Mutual Life, New York City; Julian Price, president Jefferson Standard Life, Greensboro, N. C.; Paul Rutherford, president Hartford Accident; J. H. R. Timanus, secretary Philadelphia Contributionship, Philadelphia; John L. Wilds, president Protection Mutual Fire, Chicago; W. D. Winter, president Atlantic Mutual, New York.

Comment by Mr. Kemper

Naturally Mr. Kemper's insurance position causes him to take a special interest in the insurance department of the U. S. Chamber and undoubtedly he will give that particular attention. Mr. Kemper, in speaking of the insurance department and the activities of the U. S. Chamber along insurance lines, says:

"Insurance has long been given a prominent place on the general program of the national chamber. It maintains

(CONTINUED ON PAGE 21)

Analyze Extended Cover Writings

Premiums in East for Six Months Totaled \$2,125,087, Sumner Rhoades Reports

NEW YORK—The subjoined tabulation prepared by Sumner Rhoades, manager of the Eastern Underwriters Association, reveals the substantial growth of the premium income from extended coverage business in the six months ended June 30, compared with that of the same period the previous year. The 1940 half-year figures totaled \$2,125,087, as against \$1,737,045 in the first six months of 1939. That the advance in income from the extended coverage was not at the expense of tornado writings is attested by the fact that the windstorm premiums in 1939 aggregated \$870,755, a decrease of but \$160,000 from the returns of the previous year. The high point of windstorm premiums from E. U. A. territory was reached in 1930, when the total was \$1,268,000.

Graded as to rating territories, the premiums for supplemental contract for the quarter ended June 30, 1939, and for the comparable period of the present year are as here shown.

	Quarter Ending 6-30-39	6-30-40
Baltimore Ass'n of Fire Undrs.	\$ 48,718	\$ 72,238
Dist. of Columbia Undrs. Ass'n	20,882	33,281
New Hampshire Bd. of Undrs.	9,311	9,647
New Jersey—Schedule Rating Office, Middle Dept. Rating Ass'n	118,500	174,420
Allegheny division.	44,909	71,019
Middle division.	123,525	156,010
Philadel'a. division.	36,527	89,567
Suburban division.	58,396	87,946
Total M. D. R. A.	\$ 263,359	\$ 404,542
New England Fire Ins. Rating Ass'n		
Maine.	5,369	6,650
Vermont.	1,625	1,982
Massachusetts.	99,958	132,624
Rhode Island.	35,182	39,415
Connecticut.	69,305	79,395
Total N.E.F.I.R.A.	\$ 211,940	\$ 260,068
New York Fire Ins. Rating Org'n		
Buffalo division.	\$ 15,299	\$ 20,298
Suburban division.	121,831	104,554
Syracuse division.	101,617	100,724
Total N.Y.F.I.R.O.	\$ 238,747	\$ 225,577
Grand Total—		
Quarter ending 6-30.	\$ 911,460	\$ 1,179,776
Quarter ending 3-31.	825,583	945,310
Six months ending 6-30.	\$ 1,737,043	\$ 2,125,087

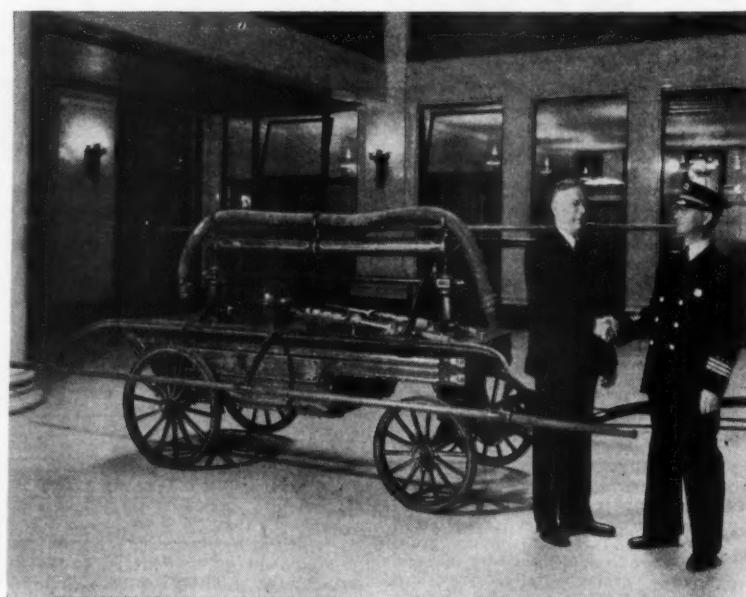
A. I. U. Presses Advantage of Day

With the European war serving to accentuate the value of American insurance to exporters and manufacturers operating abroad, the American International Underwriters Corporation has embarked upon an extensive program of advertising designed to help brokers and agents build a business in American foreign insurance, Curtis B. P. Carvalho, vice-president of that company, stated.

The A. I. U. is running a full column advertisement in each issue of "Fortune" magazine for the balance of the year stressing to American firms engaged in foreign commerce the advantages of American coverage. This series contains a closing paragraph advising them to consult their brokers or agents with regard to the comprehensive, world-wide service of the A. I. U. In addition, reprints of the advertisements, contained in miniature "Fortune" magazine covers, are mailed to a list of manufacturers, banks and exporters, again stressing the services of brokers and agents, to whom the reprint is also mailed.

Backing up the campaign in "Fortune" is an extensive insurance trade paper series addressed to brokers and agents. This series dramatizes unusual

Relic Is Presented to Fireman's Fund



With F. J. Agnew, assistant secretary, on the receiving end, photo shows Mark Ryan, chief engineer of the Redwood City fire department, presenting a fire engine of the vintage of the 1860's to Fireman's Fund for permanent display purposes at the head office in San Francisco. Chief Ryan made the presentation on behalf of the Veteran Firemen's Association of his city, present owners of the relic.

facts about products of world trade as a means of bringing to the attention of producers the new business possibilities that lie in the foreign insurance requirements of their clients. As part of its campaign to the trade the A. I. U. is also sending out personalized blotters to brokers and agents featuring "Believe It or Not," Ripley, with a message urging them to investigate the opportunities in this field, particularly at this time when world conditions are causing manufacturers and exporters to appraise their insurance needs in the light of the stability of United States currency.

Mr. Carvalho points out that many insurance men in the trade have been completely unaware of the foreign market and unfamiliar with the procedure of placing business in foreign countries and the facilities available to handle it. He believes that the present campaign will be of value to brokers and agents in this country, both in acquainting them with the possibilities in the field and in bringing American manufacturers to demand policies issued by American companies because of the obvious benefits that would accrue.

The American International Underwriters Corporation specializes in the writing of foreign risks on a world-wide basis, with the exception of the United

The hand-drawn, hand-pumped fire apparatus was ordered by Redwood City in March, 1862, from the Cowing Company of Seneca, N. Y. It arrived in San Francisco Sept. 8 of the same year after a colorful trip "around the horn" and was delivered to Redwood City three days later. The cost of the engine and hose was \$616.70, according to early records, and the equipment was paid for "on the line."

States and Canada, and deals only through brokers and agents. The A. I. U. organization serves as foreign manager for a group of well-known American insurance companies.

Sues Mutual on Issue of Expirations Ownership

Suit for a permanent injunction and an accounting has been filed in circuit court by Amos Nordman of Grand Rapids, Mich., against State Automobile Mutual Insurance of Columbus, O. Nordman alleges that in the period he represented State Automobile from April 5, 1937, to April 6, 1940, he kept a register of the policies he had sold, some 700. Since the termination of the contract, Nordman charges, the company has been making use of the register, which he contends is his own property, to circularize the 700 policyholders and to solicit their business.

Nordman was granted a temporary injunction restraining State Automobile from interfering with the policyholders. He asks a permanent injunction to prevent the company from using the register information and for an accounting of the policies sold to his customers.

THIS WEEK IN INSURANCE

W. B. Cruttenden has been elected president of the Springfield Fire & Marine group. Page 3

Insurance committee of the U. S. Chamber of Commerce is announced with Esmond Ewing, vice-president Travelers Fire, as chairman. Page 1

Many discussions of points of coverage raised by new automobile fire, theft, comprehensive and collision policy. Page 1

Considerable diversity of opinion is found among company officials on the subject of war bombardment insurance. Page 1

John P. Young, Jr., becomes head of the underwriting department and E. Scott Hale head of the loss department of American of Newark. Page 3

Howard Sloneker, secretary of the Ohio Casualty of Hamilton, O., has been elected president. Page 16

Sumner Rhoades makes analysis of supplemental contract writings in the eastern states, finding that total for the first six months of this year was \$2,125. Page 2

Ruling of Insurance Director Palmer of Illinois outlawing equity rating of automobile fleets has aroused much opposition on the part of the stock company interests. Page 15

Many companies are now insisting on exact compliance with countersignature laws. Page 15

Program for the annual meeting of the Montana Association of Insurance Agents is announced. Page 20

State association insurance schools meet with real success. Page 15

William A. Earls, Cincinnati local agent and president Ohio Association of Insurance Agents, spoke before the Cincinnati Association of Credit Men. Page 2

Hold Hearing on N. Y. Standard Form

Agents and National Board Request Joint Conferences Be Held

UTICA, N. Y.—Assemblyman R. Foster Piper of New York opened the first of a series of joint legislative hearings on the proposed new standard fire policy here Tuesday. A committee of the New York State Association of Local Agents together with F. S. Dickson of the National Board advocated many changes in the proposed policy, from its present form. They suggested that conferences be held between company representatives, agents, brokers and the insurance department. The agents committee consists of J. W. Rose, W. H. A. Munns and Robert Friedlich.

The suggestion was advanced that for experimental purposes, a residence policy as contrasted with a business policy be promulgated and other forms for protected and unprotected property be prepared.

Piper announced a conference of the various interests would be held, but spoke against the idea of bringing out several forms of fire policies. Representatives of the brokers associations and Chase Smith of Lumbermen's Mutual Casualty, Chicago, agreed to the idea of having conferences but they argued that changes that were proposed were merely for purposes of delay. The brokers were represented by Julian Lucas, W. W. Ellis and Julius A. Cohen.

At the joint legislative committee hearing on compulsory automobile insurance here Wednesday only Superintendent Pink and Motor Vehicle Commissioner Mickle spoke for the bill. A long list of representatives of state garage association, state bar association, mutual companies, state agents associations, insurance brokers association spoke against the bill, urging the committee to adopt the financial responsibility law of New Hampshire and not insist on New York taking what they contended would be a backward step.

Earls Explains Covers to Cincinnati Credit Group

CINCINNATI—W. A. Earls, president Ohio Association of Insurance Agents, described some of the principal lines of insurance at the meeting of the Cincinnati Association of Credit Men. This was Mr. Earls' first appearance as chairman of the insurance advisory committee of the credit organization and he explained that the new committee will work with the credit men by assisting in any insurance problems which arise and giving information on changes and developments in the insurance business. He said that any questions will be answered confidentially and may be relayed through the secretary's office.

After outlining the heavy proportion of the nation's credit loss which could have been averted through proper insurance, Mr. Earls mentioned some lines which he thought credit men should expect debtors to carry.

N. M. Favors State Control

Among those exerting influence in behalf of insertion of an insurance plank in the Democratic national platform was Robert Valdez, chairman of the New Mexico state corporation commission, of which the insurance department is a unit. Valdez sent a telegram to Governor Miles, delegate to the convention at Chicago, requesting the New Mexico delegation to take a stand for continuation of regulation of insurance among the several states. Commissioner R. F. Apodaca also communicated with Governor Miles at Chicago urging him to work for a state supervision plank.

Promotions Made by Springfield F. & M. and Its Affiliates

W. B. Cruttenden Has Been Elected President of the Companies

SPRINGFIELD, MASS.—At the meeting of the board of the Springfield F. & M., the Sentinel Fire, Michigan F. & M., New England Fire, New England Casualty, W. B. Cruttenden, first vice-president, was elected president succeeding the late G. G. Bulkley. Mr. Cruttenden has been a member of the board and succeeds Mr. Bulkley on the standing committees of each board.

W. A. Hebert, vice-president of each of the companies, and secretary of the "corporation," which comprises the Springfield F. & M., Sentinel Fire, Michigan F. & M., and New England Fire, was elected first vice-president of all the companies succeeding Mr. Cruttenden, and second vice-president of the Michigan F. & M. He is elected a member of the board of the Michigan F. & M., thus making him now a director of all the companies in the group. He relinquishes his duties as secretary of the "corporation."

C. C. Wright, secretary, and assistant secretary of the "corporation" of the four fire companies, was elected secretary of the "corporation."

G. W. Roberts, secretary of the fire companies, was named assistant secretary of the "corporation" succeeding Mr. Wright.

President Cruttenden's Career

Mr. Cruttenden was born in Madison, Conn. He received his education in the Madison public schools, preparing for college at the Hillhouse high school in New Haven. He was graduated from Yale University in 1894 and received his LL.B. from the law department in 1896. That same year he was admitted to the Connecticut bar, and in 1897 the degree of M.L. was conferred upon him by the law school. After practicing in New Haven for two and a half years, he entered the employ of the National Fire of Hartford, working at the home office and in the western New England field until June, 1912 when he became

Young, Hale Head American Units

Newark Company Names New Managers of Loss, Underwriting Divisions

John P. Young, Jr., has been elected an assistant secretary of American and he will, as soon as possible, take over the supervision of the underwriting department at the home office. Mr. Young has been head of the loss department. In his new work he will succeed Frank K. Mitchell, assistant secretary, who is retiring under the terms of the pension arrangement with Prudential.

Mr. Young entered the business in 1919 and went with Dixie at the home office in Greensboro, N. C., in 1925.

E. Scott Hale becomes manager of the loss department succeeding Mr. Young. He is a graduate in law of the University of North Carolina. In 1920, he went with the General Adjustment Bureau. For nine years, he was an independent adjuster in West Virginia and for the past seven years has been manager at Bluefield, W. Va., of the Fire Companies Adjustment Bureau.

special agent with the same territory for the Springfield F. & M. In March, 1919, he was elected assistant secretary, which was followed by the election as vice-president in January, 1924.

Mr. Cruttenden is a member of the incendiary and arson committee of the National Board, chairman of the board of governors, New England Fire Insurance Rating Association; member of the arbitration committee, Southeastern Underwriters Association; Boston Committee of the Eastern Underwriters Association, Louisiana-Mississippi Conference; executive committee of the Stock Company Association; fellow and member of the board of governors of the Insurance Institute of America; and a director of the Underwriters Salvage Company. He is an incorporator of the Springfield Institution for Savings, and a member of the national legislation committee, Springfield, Mass. Chamber of Commerce.

Started as Office Boy

Mr. Hebert entered the employ of the Springfield F. & M. in 1904, as an office boy. He worked throughout the various departments until 1911, when he was sent to Pennsylvania as an inspector. A few months later he was made special agent for northeastern and central Pennsylvania. During the

America Fore Gives Record of Half Year

Statements Reveal Satisfactory Insurance Result But Financial Decline

The mid-year statements of Continental and Fidelity-Phenix bear out the observation that the first six months was a period of satisfactory insurance results, but one of depression on the financial side.

Assets of Continental at June 30 amounted to \$91,249,128 as compared with \$99,441,215 as at Dec. 31. Premium reserve was \$20,403,907, a gain of \$725,035. Capital was \$5,000,000 and net surplus \$58,158,846 as compared with \$66,076,027. Premiums written during the first six months were \$10,907,744. Losses were \$4,751,571 and expenses \$4,871,060. There was an underwriting profit of \$560,078. The net decrease in market values of stocks and bonds was \$8,774,000.

Assets of Fidelity-Phenix at mid-year were \$70,904,884 compared with \$77,992,581. Premium reserve was \$15,806,259, increase of \$355,043. Capital was \$3,750,000 and net surplus \$44,548,792 as compared with \$51,504,982. Premiums written were \$8,865,916. Losses were \$4,133,160 and expenses \$3,883,336. There was an underwriting profit of \$494,376. The net decrease in market values of stocks and bonds was \$7,679,697.

World War he was recalled to the head office to supervise cancellation of large foreign contracts, and in January, 1918, he was appointed general agent. The following year he was elected assistant secretary, and in 1924, secretary. In February, 1932 he was elected third vice-president and secretary of the "corporation" of the Springfield and Sentinel, and later, the New England Fire.

Mr. Hebert is vice chairman of the general agency committee, member of the New Jersey committee on conference, and member of the Pittsburgh committee of the Eastern Underwriters Association. He is a member of the statistical and recording committee of the National Board, and in the past has been a member of numerous committees of the National Automobile Underwriters Association and the Inland Marine Underwriters Association.

He is an incorporator of the Springfield Institution for Savings; an incorporator of Wesson Memorial Hospital.

(CONTINUED ON PAGE 22)

To Put Up Deposit to Protect Assured in United States

Announcement Made by Non Admitted English Marine Writers

NEW YORK—Born of the unwillingness of the Maritime Commission longer to accept insurance on American vessels placed in the London market with companies not admitted to this country, a number of British offices that have been writing the business and whose policies have passed muster with the commission thus far, plan making a special deposit here similar to that posted last fall by London Lloyds for the sole protection of American assured. How many companies will participate in the move, and the amount of the special deposit, has not been worked out. The Lloyds deposit, it will be recalled, was initially \$40,000,000, which sum, it is understood, has since been supplemented. This fund, however, is applicable to all forms of indemnity written by the individual underwriters, whether fire, marine or casualty, while the intended deposit of the British marine offices would be applicable to war risk and marine indemnity covers only.

Interested in the Move

Under normal conditions the premiums on American business written in the London marine market, by companies both admitted to the United States and those not operating here, aggregate approximately \$15,000,000. What it amounts to at the present time, whether greater because of war conditions or materially less for the same cause, no one cares to advance an opinion.

Marine underwriters here are decidedly interested in the proposed special deposit move, appreciating that it will likely mean increased competition for them. Despite the growing aggressiveness of the German undersea fleet as well as its aircraft, underwriters in this city absorb all desirable war risk offerings, the pooling arrangement effected at

(CONTINUED ON PAGE 22)

PROMOTIONS ANNOUNCED IN SPRINGFIELD FIRE & MARINE GROUP



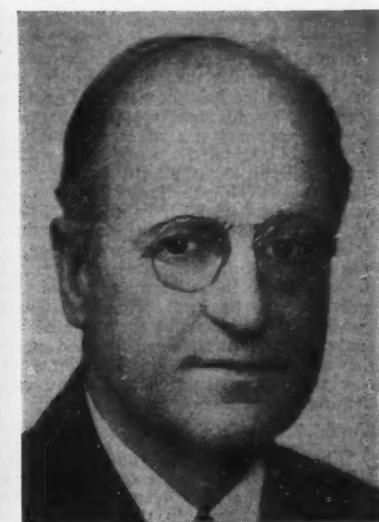
WALTER B. CRUTTENDEN
President



WILLIAM A. HEBERT
First Vice-president



CHARLES C. WRIGHT
Secretary of the Corporation



GEORGE W. ROBERTS
Assistant Secretary of the Corporation

Balance Sheet Plan Studied by Minor

Shows How Personal Traits Form Important Part in Production

AUGUSTA, GA.—C. D. Minor, director of education Royal-L. & L. & G. group, spoke before the Georgia Association of Insurance Agents school and touched on public relations. He said that without minimizing the responsibility of the companies, the insurance buying public forms its opinions of the business largely through its contacts with the agents as an individual.

He set up for analysis an imaginary balance sheet with "individuality plus values" on one side and "personality liabilities" on the other. The plus values, he said, include such personal qualities as ambition, aggressiveness, a cheerful and genial outlook, willingness to cooperate, enthusiasm, determination, pride in personal appearance, dependability, capacity for leadership and other traits, native or acquired.

Personal Liabilities

Personal liabilities which exert a negative influence and are a drag on the business, that is, on the agent's ability to attract and hold patronage, include such characteristics as argumentative tendencies, lack of diplomacy and tact, an exaggerated ego, emotional instability, cynicism and other undesirable traits. Mr. Minor opined that human equation is at the bottom of both production and public relations problems in insurance. In many cases, the agent, he said, works for too indulgent a taskmaster when he considers himself his own boss.

Self Analysis Formula

Mr. Minor explained at some length a formula for self-analysis and rating which he has worked out after extensive study of this subject. In applying this formula, the subject uses two printed charts, one based upon "individuality plus value" traits, the other upon "personality liabilities." In the former the chart lists and defines 18 characteristics which, if properly developed, have a definite "plus value" toward success—aggressiveness, ambition, determination, etc. In applying this formula to himself, the subject is asked to circle a symbol which, in his judgment, indicates the degree to which he possesses and employs each of eighteen "plus value" traits, these degree symbols having numeric values ranging from one to five. The sum of these numerals indicates the subject's own appraisal of his composite "plus value" personality traits. The companion chart deals similarly with negative or liability traits which combine to produce an unattractive personality and which, unless detected and corrected by the individual himself, have a definite "minus value" and consequently become liabilities on the imaginative balance sheet. The subject is asked to complete this chart by circling appropriate symbols for each of forty liability traits, the numeric values ranging from 0 to 2.5 to indicate the "weight" which the individual has to carry because of such composite liability. As would be true in analyzing any balance sheet, the value and dependability of the information disclosed must depend upon the determination of the individual to be both critical and fair in his analysis; likewise the value of the analysis and rating must depend upon the action taken by the individual in eliminating his negative traits and cultivating his positive ones.

Should Know One's Self

"These observations," concluded Mr. Minor, "may seem to be somewhat of a by-path to what has been said at these meetings in regard to the vital importance of more exact and more extended knowledge of insurance principles and practices. As important, however, as the

three-word slogan, Knowledge is power, is the two-word admonition, 'Know thyself.' The ideal, of course, is power represented by a combination of both. The well-informed agent hampered by personality liabilities which he has not taken the trouble to locate and eradicate is only partly efficient. Obviously, too, the agent favored by an imposing list of individual 'plus values,' but with few offsetting personality 'liabilities,' cannot expect this favorable balance of individual traits to offset the lack of solid knowledge of the business. Since, however, the 'plus values' of such an agent include initiative, ambition and determination, it is safe to predict eventual success for that agent because, with the increasing number of educational sources now available, initiative will cause him to discover them, ambition will cause him to utilize them, and determination will cause him to apply his increasing knowledge in such a way as to increase his prospects, premiums and prestige."

Leon Irwin & Co. of New Orleans has purchased the four-story building at 732-34 Union street which will be connected with the building at 736 Union street now occupied by the agency. It will be air conditioned and remodeled throughout and connected with their present offices.

La. Countersignature Bill Is Amended

Non-Resident May Receive No Commission Where Public Pays Premiums

NEW ORLEANS—Act 353 of the Louisiana legislature of 1938, parts of which were considered by some to be in conflict with Act 348, of 1938, the resident agent or countersignature law, was repealed at the session of the legislature which recently came to a close. To take its place Senator Bailey introduced Senate Bill 191, which passed both houses, has been signed by the governor and becomes Act 160 of 1940. This act provides that "it shall be unlawful for any casualty, surety, fidelity, guaranty or bonding company, or other insurer, natural or artificial, or any insurance agent, broker or representative to pay any commission, brokerage, or other valuable consideration to any non-resident agent on premiums paid for bonds or insurance executed under the terms or requirements of any contract or agreement with the state of Louisiana, or any

subdivision, unit, commission, parish, municipal corporation or department thereof." In other words, where the state or a municipality pays the premium, full commission must go to the resident agent. This feature was included in the old act, but along with it were other provisions, relating to commissions to resident and non-resident agents on other than state business, all of which were eliminated in the new act.

There is now pending in the federal district court in Louisiana, two suits to test the constitutionality of Act 348, of 1938, generally referred to as the resident agent or countersignature law. This act provides that the resident agent shall countersign all policies, and shall receive or retain not less than 50 percent of his regular commission on business written for an insurance agent or broker of another state. In seeking to invalidate the law, petitioners claimed, among other things, that it was in conflict with Act 353 of 1938.

With the repeal of Act 353, well informed agents contend that Act 348 now stands on its own bottom. Just when a decision in the Louisiana case will come is not known.

W. W. Knight agency, Claremore, Okla., has been sold to Phil Willes of Chelsea.

AUTOMOBILE - FIRE - INLAND MARINE

BROAD Coverage



It is our earnest desire to cooperate to the fullest extent . . . to fit our contracts to the assured's needs . . . to provide "tomorrow's broader protection today." If you have any special problems, bring them to us. Let us help you.

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THE EUREKA-SECURITY FIRE & MARINE INSURANCE CO.
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"WE like your unusual mailing folders on special lines—Use & Occupancy, Rent & Rental Value, etc.—but have you something equally novel that will stimulate interest in our back-bone line, straight Fire insurance?"

When, as often happens, we receive such inquiries from our agents we can answer "Yes!"

Once the cover of "Faith or Foresight" is turned back, an unusual and attention-holding presentation is revealed—a "trick folder" if you like, but one with a result-producing record.

Satisfy your curiosity as to how a Fire folder can be "different" by requesting a copy (no charge or obligation) from Publicity Department,



With "Faith or Foresight" will be included other evidence to support the statement, "It pays to represent a Company of the Royal-Liverpool Groups."

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ONE HUNDRED FIFTY WILLIAM STREET, NEW YORK, N. Y.

AMERICAN & FOREIGN INSURANCE COMPANY * BRITISH & FOREIGN MARINE INSURANCE COMPANY, LTD. * CAPITAL FIRE INSURANCE COMPANY OF CALIFORNIA * THE LIVERPOOL & LONDON & GLOBE INSURANCE CO. LTD. * THAMES & MERSEY MARINE INSURANCE COMPANY, LTD. * QUEEN INSURANCE COMPANY OF AMERICA * THE NEWARK FIRE INSURANCE COMPANY * FEDERAL UNION INSURANCE COMPANY * ROYAL INSURANCE COMPANY, LTD. * THE SEABOARD INSURANCE COMPANY * STAR INSURANCE COMPANY OF AMERICA

Company Affiliations in West

THE complete list of stock fire companies operating in all or a part of so-called Western Underwriters Association territory, according to affiliation, corrected up to July 25, 1940, follows:

WESTERN UNDERWRITERS ASSN.

Aetna	Insurance Und.	
Aetna Fire Und.	Iowa	
Agricultural	Iowa State Und.	
Albany	Jersey F're Und.	
Allemannia	Kans. City F. & M.	
Alliance, Pa.	Law Union & Rock L. & L. & G., Eng.	
Amer. Alliance	American Eagle Amer. & Foreign American Home, Amer. Nat'l. Ohio American, N. J. American Und. Amer. Union Anchor, R. I. Anglo-Amer. Und. Atlas	London & Provin. London & Lanc. London & Scottish London Assur. London Und. Louisville F. & M. Lumbermen's Manhattan F. & M. Maryland Mass. F. & M. Mech. & Traders Memphis Fire Mercantile, N. Y. Mercury Mich. Com'l Und. Michigan F. & M. Middlewest Und. Mid-West Dept., Ia. Minneapolis F. & M. Minnesota Und.
American Central		
American Eagle		
Amer. & Foreign		
American Home		
Amer. Nat'l. Ohio		
American, N. J.		
American Und.		
Amer. Union		
Anchor, R. I.		
Anglo-Amer. Und.		
Atlas		
Atlas Und.		
Atlantic, N. C.		
Automobile, Ct.		
Baltimore Amer.		
Ben Franklin, Ky.		
Birmingham, Pa.		
Boston		
British America		
British Und. Agcy.		
Brit. General		
Br. & Fed Fire Und.		
British & For. Mar.		
Caledonian	Natl. Amer. Neb.	
Caledonian-Amer.	National, Ct.	
Caled. Amer. Und.	National Liberty	
California	Nat'l Security, Neb.	
Calif. Und.	National Union	
Camden, N. J.	Netherlands	
Capital, Cal.	Newark	
Carolina	New Brunswick	
Carolina Und.	New England	
Central, Md.	New Hampshire	
Cent. States, Kan.	New Haven Und.	
Cent. States Und.	N. Y. Fire Office	
Central Union	New York Und.	
Century	Niagara	
Charter Oak Fire	N. B. & M., Eng.	
Citizens, N. J.	N. Car. Home	
City of New York	Northern, Eng.	
Colonial Fire Und.	Northern Und.	
Columb. Fire Und.	North River	
Columbia, N. Y.	N. W. F. & M., Minn.	
Columbia, Ohio	Norwich Union	
Commerce, N. Y.	Occidental	
Com'l Union, N. Y.	Ohio	
Com'l Union, Eng.	Old Colony	
Commonw'lth, N. Y.	Orient	
Connecticut	Pacific Coast Fire	
Conn. Und.	Palatine	
Constitution Dept.	Paramount Fire	
Continental	Patriotic	
Continental Und.	Paul Revere	
County, Pa.	Pennsylvania Fire	
Delaware Und.	People's Nat. Und.	
Detroit F. & M.	People's Und.	
Detroit Nat'l Dixie	Phenix Und.	
Eagle, N. Y.	Philadelphia F. & M.	
Eagle Und.	Philadelphia Nat'l	
Eagle Star	Phoenix, Ct.	
Eastern Und.	Phoenix, Eng.	
East & West	Phoenix Und.	
Empire State	Piedmont	
Empire State Und.	Protector Und.	
Employers Fire	Prov. Washington	
English-Am. Und.	Providence Und.	
Equitable F. & M.	Provident Fire	
Equitable Und.	Prudential, Okla.	
Excelsior, N. Y.	Quaker City Und.	
Exchange Und.	Queen	
Export	Queen City	
Farmers, Pa.	Queen Und.	
Federal Union	Reliable	
Fidelity-Phenix	Reliance, Pa.	
Fidelity & Guar.	Resolute Und.	
Fire Ass'n	Rhode Island	
Fire & Marine Und.	R. I. United	
Fireman's Fund.	Richmond	
First American	Rochester Amer.	
First Kentucky	Rockford Und.	
Forest City Und.	Royal Exchange	
Franklin, Pa.	Royal	
Franklin Nat.	Royal Und.	
Fulton	Safeguard	
Georgia Fire Und.	St. Paul F. & M.	
Georgia Home	St. P. Merc. Und.	
Gibraltar F. & M.	Scottish-Met.	
Glens Falls	Scotch Und.	
Glens Falls Und.	Scottish U. & N.	
Globe Fire Und.	Seaboard, Md.	
Globe & Rutgers	Seaboard F. & M.	
Granite State	Security, Ct.	
Granite State Und.	Sentinel	
Great American	Southern Fire, N. C.	
Great Eastern Fire	Springfield F. & M.	
Guaranty Und.	Standard, Ct.	
Hanover	Standard Marine	
Hartford	Star of N. Y.	
Hawkeye & Des M. Und.	Sun	
Hibernia Und.	Sun Und.	
Holland-Am. Und.	Tennessee	
Home, N. Y.	Transcontinental	
Home Und.	Travelers Fire	
Home F. & M.	Travelers Und.	
Homeland	Twin City	
Homestead	Union, Canton	
Illinois Und.	Union, Eng.	
Imperial	Union, France	
Ins. Co. No. Amer.	Union, Ind.	
Ins. Co. State Pa.	Union Marine	

United Amer. Und.	Washington Und.
United Firemen's	Westchester
United States	Western, Canada
United States Und.	Western, Kan.
Virginia F. & M.	World F. & M.
Virginia Und.	Yorkshire
Vulcan Und.	

WESTERN INSURANCE BUREAU

Allegheny Und.	Milwaukee Mech.
Ben Franklin Und.	Milwaukee Und.
Concordia	Nat'l Ben Franklin National Reserve
Dubuque	Northwestern Und.
Firemen's, N. J.	Ohio Farmers
Girard	Pittsburgh Und.
Illinois Fire	Reserve Under.
Keystone Und.	Security, Iowa Standard, N. J.
Millers Nat'l	Western Und.

NON-AFFILIATED

Allied, N. Y.	Birmingham, Ala.
American Druggists	Buckeye Union Buffalo
Amer. Equitable	Church Properties Cincinnati Und.
American Fire, Tex.	Amer. Gen'l, Tex. Com'l. Stand., Tex.
Associated F. & M.	Columbian Nat. Und.
Atlantic Fire, N. C.	Dearborn Nat'l Bankers & Shippers DeSoto Fire

Equity, Mo.

Eureka-Security

Federal, N. J.

Fid. & Columbia, Ky.

First National

General, Wash.

General, Trieste

General Schuyler

Globe & Republic

Gulf, Tex.

Hamilton, N. Y.

Houston Fire & Cas.

Indiana

Jersey, N. Y.

Knickerbocker

Manufacturers, Pa.

Meiji

Merchants, Colo.

Merchants, N. Y.

Merchants, Ind.

Merch. & Mfrs.

Monarch, O.

National, Colo.

National F. & M.

Nat'l Grange Fire

New York Fire

New Zealand Northern, N. Y.

Pacific Pacific Nat'l.

Pearl, Eng.

Pioneer, Ill.

Pioneer Equit.

Potomac

Preferred, Kan.

Quaker City F. & M.

Republic, Texas

Reserve, N. Y.

Rocky Mountain

St. Louis F. & M.

Sea

Security Nat'l

Southern Am., Tenn.

South Carolina

Standard, N. Y.

State Farm Fire

Stuyvesant

Switzerland Gen'l

Tokio M. & F.

Trinity Universal

Universal

Utah Home

Washington, N. Y.

FBI Accepts Underwriters Offer to Aid in Survey

NEW YORK—The federal bureau of investigation has accepted the offer of underwriters to assist in the survey of plants throughout the country likely to be engaged in war preparedness work. Company officials who will serve in this work are: F. W. Koeckert, United States manager Commercial Union; B. M. Culver, president America Fore group; W. E. Straub, president Farmers Mutual, Lincoln, Neb.; C. R. Page, president Fireman's Fund; J. R. Cooney, president Firemen's of Newark group; J. J. Fitzgerald, president Grain Dealers National Mutual; Paul Rutherford, president Hartford Accident; J. O. Platt, president North America; J. S. Kemper, president Kemper affiliated companies; S. B. Black, president Liberty Mutual; H. T. Freeman, president Manufacturers Mutual Fire; Vincent Cullen, president National Surety; G. C. Long, Jr., president Phoenix of Hartford group, and J. W. Randall, vice-president Travelers.

the agency's hospitality. The annual tomato festival will also be celebrated that day in Elwood, which is the "home town" of Wendell Willkie.

American Equitable Assurance Company of New York

Capital \$1,000,000.00

Globe & Republic Insurance Company of America

Philadelphia, Pa. Capital \$1,000,000.00 Established 1862

Knickerbocker Insurance Company of New York

Capital \$1,000,000.00

Merchants and Manufacturers Insurance Company of New York

Capital \$1,000,000.00

New York Fire Insurance Company

Incorporated 1832 Capital \$1,000,000.00



Losses paid exceed
Two Hundred and Fifty Million Dollars

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92 William Street

New York

Finance Firm Hit in Deal with Unlicensed Insurer

BOSTON—A final decree enjoining Associates Discount Corporation from offering fire, theft and collision policies issued by Motor Indemnity of South Bend, Ind., or in any other unlicensed foreign insurance company, has been issued by Judge Swift of the Suffolk superior court.

A suit brought by the attorney-general last November on behalf of the insurance commissioner, in a probe and prosecution of loan and automobile finance companies, disclosed that Motor Indemnity had never complied with the insurance laws of Massachusetts and was not authorized to do business in this state. Judge Swift's decree provides that Associates Discount, said to be a \$90,000,000 concern, shall assume all legal liability arising from policies issued by Motor Indemnity and shall pay all legal costs resulting from the suit. According to Attorney-general Dever the decree will assure protection for the insurance interests of 10,000 Massachusetts automobile owners. Motor Indemnity, a reciprocal, is operated by Associates Investment Company of South Bend.

Lay Plans for Marine Company

LOS ANGELES—Russell A. Algire, vice-president National Surety and National Surety Marine, and Donald Tullis, vice-president of the latter company, were in Los Angeles over the weekend making preparations for the marine company's opening in California. They announced the new company would be writing all inland marine lines in the state within a fortnight. They were guests of Thomas Wisdom, manager Los Angeles branch office, and paid a visit to the Seyler-Day Co., which will represent the new company for inland marine lines. Al Fuller, Pacific Coast manager National Surety, San Francisco, was in Los Angeles to greet the eastern officials. They will leave for the Bay City in a day or two.

To Confer on B. D. Work July 29

LOS ANGELES—V. S. Kerans, chairman B. D. O. committee of the Southern California Fire Underwriters Association, announced that H. P. North, assistant manager in charge of the Pacific Coast work of the B. D. O., will be in Los Angeles July 28, in company with an assistant director of the B. D. O. head office to hold a conference with the committee to plan for further development work in the southland. At the conference also will be R. P. McGuire, Home; C. E. Curry, Providence Washington; R. O. Elmore, assistant secretary of Pacific National, and Marshall Rankin, Aetna Fire.

Cotton Agent Changes Base

NEW YORK—R. B. Risso, widely known in cotton insurance circles, is leaving Marsh & McLennan to establish at 70 Pine street, the New York office of Whitfield King & Co. of Memphis. He has been in the insurance line since 1914, successively with Hagedorn & Co. and Baird & Co., which latter was absorbed by Marsh & McLennan. Whitfield King & Co., among other accounts, handle those of the Federal Compress & Warehouse Co., Union Compress & Warehouse Co. and other interests issuing insured warehouse receipts.

Decker Also Handles Seaboard

Ray Decker of San Francisco, Pacific Coast manager Royal-Liverpool, will represent as well the Seaboard Fire, one of the group companies, which has been admitted to California.

A. B. Park to Manila

A. Brock Park, president of American International Underwriters for the Philippines, Inc., left for Manila via San Francisco and Honolulu. Mr. Park is associated with C. V. Starr in a number of insurance and other interests here and

in the Philippines and will confer with the latter in Manila on their international activities. Mr. Park is president of Starr, Park & Co., Ltd., president of United Motors, Chrysler distributors throughout the Philippines, and a director of United States Life.

Present Flag to Safety Council

LANSING, MICH.—The Lansing Association of Insurance Agents has presented to the recently organized Lansing Safety Council a special flag bearing the National Safety Council insignia. It will be lowered to half-staff on

any day when a traffic fatality occurs. President Roscoe Mosher of the association made the formal presentation.

Pacific National Surplus

Stockholders of the Pacific National Fire have contributed \$250,000 to surplus, the new money being provided so that the company can keep pace with the increased premium volume. On April 10, stockholders contributed an additional \$500,000. As of Dec. 31, the Pacific National showed assets \$8,519,206, policyholders surplus \$3,110,511. Its premium reserve was \$4,818,096. Its

business has expanded rapidly and naturally its additional reserve has eaten into surplus.

Big Lumber Loss in Chicago

Loss variously estimated between \$100,000 and \$200,000 occurred Tuesday in the burning of the building materials and lumber yard of Harris Bros. Co. in the near south side of Chicago. This was a "5-11" fire of great intensity. Underwriters Adjusting and Western Adjustment are handling the loss, which is said to be well spread among many companies.

The physical destruction resulting from a serious fire is only the beginning of the loss. What really hurt are the far-reaching after-effects—interruption of business, inability to fill orders, customers lost to competitors, loss of tenants, destruction of irreplaceable records, impaired credit standing, loss of cumulative experienced personnel, loss of loans, value of advertising, foreclosures of loans, and a host of other intangible but very real losses which either are not insurable, or seldom are adequately covered.

Complete protection for an industrial or commercial establishment requires adequate insurance coverage, plus means to assure prompt discovery of fire and prompt and accurate alarms. For fire records prove that if a fire is discovered *when it starts*, and the fire department summoned immediately, the outbreak usually can be extinguished before it becomes big enough to do serious damage.

Very often, *it costs less* to have A.D.T. Protection than to be without it! Service charges often are less than the savings available through eliminating or revising other more costly but less effective protection measures.

A.D.T. representatives will gladly cooperate with you to show your clients how to obtain the utmost in modern fire protection—protection that will safeguard not only their physical property, but also those intangible assets

that are the lifeblood of every business. And at the same time you protect insurance premiums against losses and assure the continuity of premium income and clients' goodwill. Write for further information.

★ ★ ★
A.D.T. FIRE PROTECTION SERVICES: Sprinkler Supervisory and Waterflow Alarm • Aero Automatic Fire Alarm • Manual Fire Alarm • Central Station Watchman's Reporting Service. Write for free descriptive booklets.

A. D. T. AUTOMATIC FIRE DETECTING AND REPORTING SYSTEMS

Controlled Companies of AMERICAN DISTRICT TELEGRAPH CO. 155 Sixth Avenue, New York, N.Y.

CENTRAL STATION OFFICES IN ALL PRINCIPAL CITIES OF THE UNITED STATES

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A NATION-WIDE ORGANIZATION

IN CHARGE OF ARKANSAS FIRE & CASUALTY INSURANCE SCHOOL



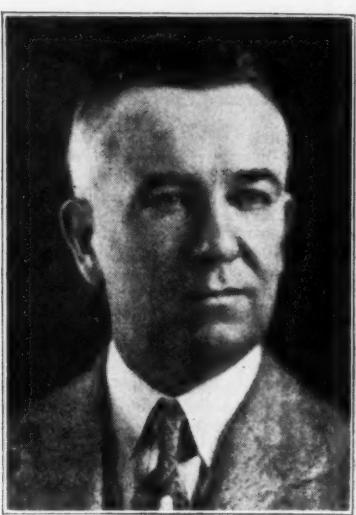
L. R. MARTIN, Pocahontas, Ark.



G. S. PURIFOY, Camden, Ark.



J. K. SHEPHERD, Little Rock



C. C. MITCHENER, Marianna, Ark.

At the Arkansas fire and casualty insurance school at the University of Arkansas, Aug. 5-9, C. C. Mitchener of

Marianna, secretary of the Arkansas Association of Insurance Agents, is chairman of the finance and attendance com-

mittees and registrar. Presiding on the first day will be L. R. Martin of Pocahontas, former manager of the association. G. S. Purifoy, former president, presides Aug. 7. J. K. Shepherd presides Aug. 8.

Chief Issue of Case Extraordinary Repairs

The Missouri supreme court, division No. 1, in Courtney vs. Ocean Accident & Guarantee had an issue before it involving extraordinary repairs to a building. The plaintiff garnisheed the defendant company to recover the amount of a judgment obtained against its policyholder for the wrongful death of her husband who was killed when the elevator in the building fell.

A fire damaged the building and the decedent was engaged in making repairs. He stepped onto the top of the elevator in question to release a board which prevented its motion and the elevator dropped. The Ocean's policy did not cover injuries caused by extraordinary repairs of any elevator or the building or the structure within which it was contained. The Ocean claimed that the decedent was engaged in extraordinary repairs, but the court refused to direct a verdict in its favor and the jury returned a verdict for the plaintiff. The higher court held that this was error. That these repairs were extraordinary could not be doubted in fairness and within reason, the supreme court contended.

Issue Over Lightning Clause

In Forman, administratrix, vs. the Home, the New York City court, City of New York, Kings county, had a case involving the limitation of time for bringing suit on lightning clause. The plaintiff sought to recover loss by lightning. The insurance was provided for in a rider to a fire policy which stipulated that it was subject in all other respects to the terms and conditions of the policy. It provided that no suit should be sustainable unless commenced within 12 months "next after the fire."

The company defended on the ground that the plaintiff had not brought the suit within one year after the loss was sustained. On motion by plaintiff, however, the defense was stricken. The higher court held that the provision in the policy was not applicable to the lightning clause because there was no fire from the date of which a one year limitation could be measured. There was an ambiguity at best, which was resolved in favor of the assured.

Brown Is Victoria President

T. A. Brown of P. R. Brown & Sons, Victoria, B. C., has been elected president of the Victoria & District Fire Insurance Agents Association. As vice-president, he had headed the association for several months because F. N. Cabellu, president, had joined the colors.

How would You like to draw

Three Bullets?



Getting more business is simply a matter of playing your cards right — if you have the right cards. So to fill your hand — we offer three, crisp, sales-producing Aces, (1) National advertising, reaching over 2,000,000 prospects each month, (2) direct mail material, with which you can cash in on our national campaign, and (3) The Employers' Pioneer, a monthly magazine that keeps over 10,000 agents posted on latest developments in insurance production. Shall we deal you in?

How About A Hand Of Showdown?

Simply write to the Publicity Dept. and we'll send you the latest issue of The Pioneer, showing — in one quick glance — some of the many things we do to help Employers' Agents get business.

The EMPLOYERS' GROUP



110 Milk Street, Boston, Mass.

THE EMPLOYERS' LIABILITY INSURANCE CORPORATION, LIMITED
THE EMPLOYERS' FIRE INSURANCE CO. — AMERICAN EMPLOYERS' INSURANCE CO.

NEWS OF FIELD MEN

National of Hartford Makes Two Field Appointments

C. C. McGee, Missouri special agent, is being transferred to Kansas and will be succeeded by J. W. Kent, it is announced by the National Fire group.

Mr. McGee has been in the Missouri field with headquarters at Kansas City about four years and prior to that time was with the Kansas City branch of the Missouri Inspection Bureau. During his connection with the National, he has had special training in automobile and inland marine. In Kansas he will continue his service and production activities over the entire state under State Agent Gardner.

Mr. Kent graduated from Armour Institute in 1927 and has been with the Missouri Inspection Bureau since that time, for the past several years as manager of the Springfield office. He has spent several weeks in the western department office of the National. Headquarters will be at Kansas City under the supervision of State Agent Beistle.

R. O. Belford to Pacific National

Robert O. Belford, for the past nine years with the Fire Underwriters Inspection Bureau in Minneapolis, has been appointed Minnesota state agent of the Pacific National Fire. He is a brother of Walter Belford, state agent of the National Union.

Washington Pond Elects

SPOKANE, WASH.—The Washington Blue Goose, meeting at Hayden Lake, elected these officers: Alex Sabinson, Hartford, most loyal gander; W. A. Groce, Fire Companies Adjustment Bureau, supervisor; Conrad Roth, Firemen's, custodian; H. C. Lyng, adjuster, guardian; R. B. Anderson, National Fire, keeper, and N. W. MacDuff, United Pacific, wielder.

C. A. Coffey, London & Lancashire, won the Most Loyal Gander Cup.

R. V. Eastman's Change

LOS ANGELES—R. V. Eastman, who has been associated with the Los Angeles office of Marsh & McLennan, has become special agent for the Commercial Union fleet in Los Angeles, and will handle the all risks and inland marine department.

Illinois Pond Honors LaTeer

PEORIA, ILL.—J. D. LaTeer, state agent Agricultural, who this week rounded out 40 years in the insurance business, was honored by the Illinois Blue Goose at a stag outing Wednesday at Mt. Hawley Country Club.

W. A. McNeill, state agent of the Home and bullfrog of the Peoria puddle, presented Mr. LaTeer a gold wrist

Joins Ohio Farmers

Stanley A. Syrett, who just recently joined Ohio Farmers and Ohio Farmers Indemnity of Le Roy as Michigan state agent was previously special agent in the same state for Northwestern National of Milwaukee. Mr. Syrett has had some 12 years' experience in the Michigan field. His headquarters will be in the Houseman building, Grand Rapids.

Mr. Syrett's successor with Northwestern National is Walter C. Enders, who was formerly stationed at Cleveland.



S. A. Syrett

St. Paul's Performance in First Six Months Splendid

watch in behalf of the Illinois pond. The presentation was an entire surprise to the recipient.

A large delegation of Chicago insurance men attended.

Before joining the Agricultural, Mr. LaTeer was with the Dubuque Fire & Marine and the Northwestern National.

Indiana Committees Named

R. C. Walker, state agent Liverpool & London & Globe group, who was elected president of the Indiana Fire Underwriters Association at its annual meeting last month, has announced his committees.

The executive committee includes J. D. Pearson, Glens Falls, chairman; G. R. Pritchett, American; A. E. Bulau, Home; L. D. Swisher, Norwich Union, and M. R. Beal, Automobile.

Chairmen of other committees are: Rules and forms, C. A. Woerner, Jr., Niagara; fire prevention and bulletin, R. H. Richards, Crum & Forster; educational, D. G. Kaga, Royal Exchange; business development, Ross E. Coffin, Boston and Old Colony.

St. Paul Fire & Marine in its new mid-year statement, shows a gain in premiums for the first six months of \$749,085 compared with the corresponding period of last year, a gain in premium reserve of \$84,963, a gain in assets of \$205,544 and gain in surplus of \$502,035. Assets were \$44,672,042; premium reserve \$9,694,328; capital \$10,000,000, and net surplus, \$21,572,569.

The affiliated Mercury had a gain in premiums of \$51,624, a gain in premium reserve of \$20,264, increase in assets, \$155,271 and in surplus of \$172,444. Assets were \$6,619,980, premium reserve \$2,030,445, capital \$1,000,000 and net surplus, \$3,412,846.

Funeral services were held in Sausalito, Calif., July 22, for J. E. Phelps, former insurance commissioner of California, who died Saturday from a heart attack. Prior to his appointment, Mr. Phelps was a local agent in Los Angeles and since leaving the office has been in the brokerage business with his sons in San Francisco.

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CHICAGO

HAIL INSURANCE RESULTS

Hail underwriters in the United States up to the middle of July report a profit because of fewer storms. Premiums are on about the same level as a year ago, although a few companies have scored an increase. Kansas and Oklahoma came out remarkably well and Texas about equalled the record of 1939. The outlook for the northwest, Minnesota, the Dakotas and Montana was exceptionally good until the drought came, followed by exceedingly hot weather. That is cutting down the yield materially. In Canada premiums are off about 50 percent, largely due to the fact that there is a large surplus of old wheat in storage and the likelihood of the crop not being able to be moved.

L. J. CUMMINGS RESIGNS

L. J. Cummings, who for 22 years has been with the automobile claim department of Marsh & McLellan in Chicago, and who for 15 years has been manager, is resigning as of Aug. 1. He went into the automobile claim field as a trained mechanic. He has charge of the claims arising under fire and

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marine company covers. He has given special attention to claims under finance policies.

BADGER MUTUAL CORRECTION

In the Underwriters Hand-Book of Chicago, recently published, the policyholders surplus of Badger Mutual Fire of Milwaukee is incorrectly given. The correct figure is \$808,247.

PLATT IN CHICAGO

President John O. Platt of the North America was in Chicago last week conferring with Resident Vice-president W. P. Robertson and his associates as well as Chicago agencies. He was en route to the Pacific Coast, accompanied by his son.

FARM INSURANCE PROFITABLE

For the first six months farm writing companies will report a reasonable record. There were not any devastating windstorms during the period, although one in southeastern Missouri did cause some havoc. The fire loss ratio is down. The premiums are about on a level with a year ago. Farmers are in better financial shape because prices of corn and wheat are higher than they were at this time in 1939. Farm company executives report that although the extended cover endorsement can be sold there are not very many farmers that take it, demanding as they have heretofore fire, lightning and windstorm coverage only.

Pacific Board Cooperates to Maintain Air Secrecy

SAN FRANCISCO—Members of the Pacific Board have been asked to consider as strictly confidential all data, such as maps and reports, relating to aircraft factories and allied industries on request of the United States army air corps. A bulletin was issued on the matter, asking that all such information in the possession of board members, their agents, brokers or field men, be placed in the personal file of the chief executive of each company. It was requested that all future requests to the board for such data be made in writing by an executive.

Member companies are also requested to notify their branch offices, field men and agents and brokers having such maps in their possession to return them to the companies' Pacific Coast headquarters.

Corpus Christi Exchange Picnic

The Corpus Christi (Tex.) Insurance Exchange held its annual barbecue and picnic, which was attended by Ben Calhoun, president Texas Association of Insurance Agents, and Secretary D. G. Foreman. About 40 field men also were present. Fielding Sampson was arrangements chairman. Officers of the exchange are: George Strauss, president; DeWitt McGee, vice-president; Leroy Lain, secretary-treasurer; Ed Quaile and Ed Howerton, directors, and Willard Brown, director in the Texas association.

San Antonio Exchange Meets

The San Antonio (Tex.) Insurance Exchange heard Secretary F. F. Ludolph review the changes in percentage of premiums written by mutuals and stock companies. There was a discussion of the question of securing more automobile financing through banks. It was said too few people know banks will finance loans on cars. President W. E. Fitch announced that he was leaving for a vacation in Colorado.

Racine Agency in New Offices

RACINE, WIS.—Fagan-Newell-McQueen company, general agency, has moved into new offices occupying the major portion of the ground floor at 212 Fifth street. Equipment and furnishings are new. All companies represented sent men from their home and western offices to participate in the half day program that began at noon. After a visit to the new headquarters the guests played golf at the Racine Country Club.

A dinner followed, at which the company men present offered congratulatory messages. Among those attending were representatives from Hartford Accident & Indemnity, western office, Chicago; Hartford Fire, Chicago office; American Automobile, Milwaukee branch, and Lincoln National Life, home office and Milwaukee branch.

Finds Svea Has Liability

Attorney-General Herbert of Ohio has delivered an opinion to the insurance department that a sufficient amount of the \$100,000 deposited by Svea of Sweden should be withheld to cover possible loss to policyholders in the Missouri rate case. Svea withdrew from Ohio several years ago and applied for release of its deposits there. The attorney-general said that the only liability which Svea has in this country is the cost of distribution of impounded funds in Missouri.

III. Again Licenses Canadians

The Illinois department is again issuing non-resident brokers licenses to Canadians. For a time, applications for such licenses were denied because of the law passed at the last session of legislature denying to aliens who have not taken out at least first papers, the



Commissioners' Date for Winter Meeting

The National Association of Insurance Commissioners will hold its semi-annual meeting at the Hotel Pennsylvania, New York City, Dec. 2-4. At the annual meeting in Hartford it was voted to meet in New York and left with the executive committee the decision as to time and place, mentioning the Hotel Pennsylvania as the favored hostelry. The annual meeting of the Association of Life Insurance Presidents will be held Dec. 5-6 at the Waldorf Astoria in New York City.

right to be licensed for various occupations including insurance. The Illinois department at first interpreted the law to apply to non-resident licenses as well as to resident, but it has since changed this policy and is issuing licenses to Canadians.

Indiana Farm Mutuals

The attorney general of Indiana has ruled that mutual farm insurance companies of that state may write insurance

on property situated in other than rural districts, including villages and unincorporated towns and that they are not restricted to the issuance of policies on property located only in rural districts, exclusive of villages and unincorporated towns. "This is upon the assumption," the ruling states, "that the property insured is not only owned principally by farmers' but also that it 'has some such relation or connection with farming interests as naturally to fall within the category of farm property even though not strictly such or used in connection with actual farm operations."

300 at Broderick Outing

About 300 employees of D. F. Broderick, Inc. (Delaware), underwriting managers, and their affiliated companies, Dearborn National and Dearborn National Casualty Co., were entertained at a picnic at "Geoda Farms" the Bloomfield Hill's estate of David Broderick about 25 miles from Detroit. Among those present were K. E. Black, New York office; J. H. Glenn, San Francisco; Roy Martin, Jr., Seattle, and A. L. Smith, Chicago.

R. K. Johnson, Illinois state agent Globe & Rutgers, has returned from Los Angeles, where he attended the funeral of his mother, Mrs. Mary Johnson.

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July 25, 1940

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11

Map Plans for Mutual Loss Bureau

Organization nationwide of a force of selected independent adjusters that will specialize in handling losses for the major mutual fire companies, the setting up of machinery for a continuing series of joint conferences between these adjusters and company loss executives, and the initiation of a program of research into loss and adjustment problems are announced as first activities to be undertaken by the loss research division created recently by the Federation of Mutual Fire Insurance Companies in Chicago.

The 80 larger general-writing company members of the Federation write about half of the business written by the mutual fire companies of the United States.

Director of the loss research division is Gordon Davis of Kansas City. He will make Chicago his headquarters. He served for many years as a staff and general adjuster for Western Adjustment in the southwest. Most recently he has been vice-president and general manager of United Adjustment & Inspection Company, the organization formed in 1930 to handle adjustments in a large section of the southwest territory for the mutual companies.

Mr. Davis' office will be with the American Mutual Alliance in the Palm Olive building, 919 North Michigan avenue.



Gordon Davis
first activities to be undertaken by the loss research division created recently by the Federation of Mutual Fire Insurance Companies in Chicago.

MARINE

Marine Handbook Is Put Out by Large Office

The Marine Office of America at its chief headquarters, 116 John street, New York, is sending out a booklet, "Ocean and Inland Marine Insurance," which is being supplied to brokers and agents on its mailing list. A year ago when a previous edition was forthcoming there was such a demand for it that the supply ran short.

Emphasis on Selling

In connection with the booklet, which in reality is a handbook of marine insurance information, the Marine Office says that its chief problem was to make the booklet attractive enough so that an agent will read it, then to keep on using it. The booklet places special emphasis on selling and aims to present each class in a way that an agent can comprehend it. Extra color, large type, liberal spacing have been provided with carefully prepared discussions of each subject, subheaded property covered, insuring conditions, cost and prospects. In this year's booklet are a timely article on war risk insurance; partial or complete revision of most of the articles and an illustrated section showing some of the advertising material the Marine Office has developed to help sell coverages.

Roosevelt Signs \$40,000,000 Bill

President Roosevelt has now signed the bill appropriating \$40,000,000 for a revolving fund to be administered by the maritime commission in the operation of a federal marine war risk insurance plan. The bill creating the insurance system had previously been enacted and signed by the president. An appropriation of \$50,000,000 was then asked by the President, but Congress reduced that to \$40,000,000. Under the enabling legislation the maritime commission is empowered to insure American ships and cargo at any time that private insurance facilities become inadequate. Those engineering the legislation argued that it was necessary against the day when the London Lloyds market might become disrupted by the war.

The National Surety Marine has been admitted to Oklahoma. G. P. Mingo, Oklahoma City, is state manager.

Proof of Loss Issue on Use and Occupancy Policy

The Pennsylvania superior court in Telesky vs. Fidelity & Guaranty Fire has affirmed the decision of the lower court regarding proof of loss on a use and occupancy policy. The policy was issued to the plaintiff alone and on the same day a policy insuring household furniture, stock and fixtures in the premises was issued to the plaintiff and her husband. Both required proofs of loss and contained provisions rendering the policy void in the absence of sole and unconditional ownership. Formal proof was given as to the furniture and

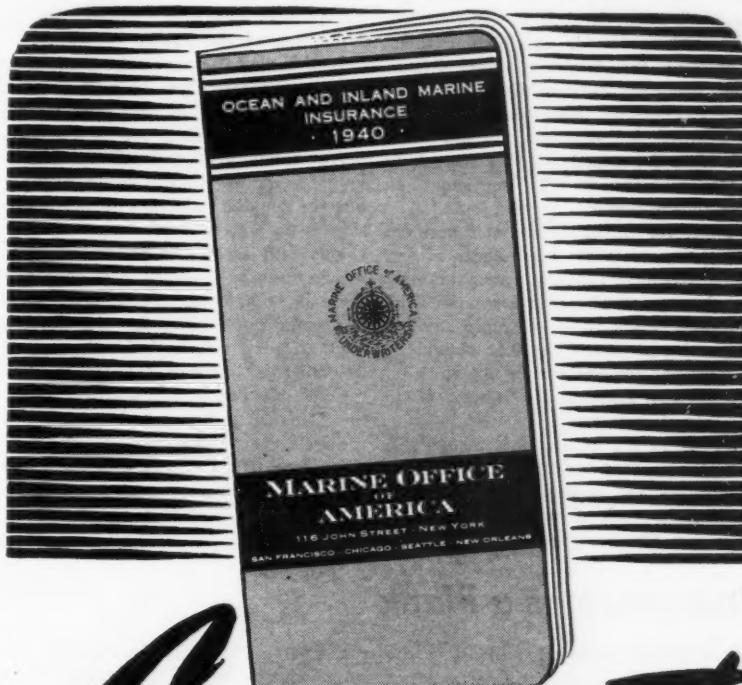
fixtures, but none as to loss of use and occupancy.

The jury returned a verdict for the plaintiff and the judgment was affirmed on the appeal. Proof of loss provisions are not adapted to claims for loss of use and occupancy as literal compliance therewith would disclose no information relevant to such loss, the higher court holds. The evidence disclosed that the company was fully informed as to the nature of the plaintiff's loss and formal proof was not required. That the plaintiff's sole ownership of premises was inconsistent with her ownership with her husband of the furniture and

fixtures was evident to the company and hence it was estopped from setting up the breach of the sole and unconditional ownership clause, the court contends.

"Elsie" Movie Cow Is Insured

LOS ANGELES—"Elsie," the movie cow "actress" who now is "playing" in the production of "Little Men" is insured for \$25,000 at an annual premium rate of \$1,000. The policy is to run for 90 days, the time expected to complete the film. The policy is an all-risks one. Behrendt-Levy Co. wrote the policy.



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Boston Firm Agrees to Cease Lloyds Advertising

Complaint having been made to the Massachusetts department that the Boston firm of Russell, Fairfield & Ellis was using stationery advertising its representation of London Lloyds. Deputy Commissioner E. S. Cogswell held a hearing in the matter Tuesday. The firm agreed to discontinue all reference to Lloyds upon its stationery hereafter, a pledge that satisfied the department.

The Emmco of South Bend, Ind., has been licensed in Iowa.

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EDITORIAL COMMENT

Safety Movement as Public Relations

VERY unfortunately most insurance people seem to regard what we place under the general heading of "public relations" as something rather mysterious, esoteric and intricate. They are inclined to believe that there are certain priests who hold the magic key. For that reason what we term "public relations," which is nothing more or less than making friends and keeping them, promoting the gospel of good fellowship, does not receive the attention of practical-minded insurance men and because of that opportunities are being lost that if grasped would do much to create a more friendly sentiment on part of the public.

Take, for instance, fire and accident prevention or safety movements of any kind. To most insurance men this may not be an alluring or dramatic field. We look upon them as more or less academic, as something that should be encouraged and yet we do not work up a sufficient amount of enthusiasm to get into it ourselves.

Yet there are local agents throughout the country that are making names for themselves by becoming intensely interested in work of this kind and consequently are becoming greater factors

in their communities. They are making contacts with the leading men in all lines of activity. They are receiving public mention. They become chairmen of fire prevention or accident prevention committees of their civic and business organizations. They are in the front ranks when any movement is inaugurated and being pushed for the protection of the public.

In this way they are able to approach men on insurance and be well received. They have an entree that they did not possess before. They see in it a wonderful competitive tool. They are not in the work for merely selfish purposes but the building of business becomes a side issue and the side issue soon develops into something worth while. So far as public relations are concerned there is perhaps no avenue that has in it greater possibilities for the development of good will, both for the individual and his business. There is today a field for work of this kind on part of local agents, field men and company executives. It will do much to create respect and friendship for fire and casualty companies, their organizations and representatives. It is a natural opportunity that has not been seized.

Insurance as a Plank

THE 23-word insurance plank in the platform of the Democratic party is not one that will evoke enthusiasm on the part of the insurance industry. Most insurance people probably feel that the omission of reference to insurance in the platform would have been preferable. The plank reads:

"We favor strict supervision of all forms of the insurance business by the several states for the protection of policyholders and the public." Superficially this might seem to constitute an endorsement of state supervision and hence be pleasing to those who have feared that the TNEC investigation was likely to eventuate in some form of federal control. However, the insurance plank in the Democratic platform strikes

us as being something less than an absolute endorsement of state supervision and may even be an expression of policy that will play into the hands of those who do favor federal control.

It is not impossible that the zealous insurance inquisitors may advance the theory that insurance is not being "strictly" supervised by the states and hence the Democratic platform demands that federal supervision be applied.

It is a new experience for insurance to be a platform plank and we are not so sure that it is healthy for insurance to be a plank. If the parties get the notion that they must have a plank on insurance for each campaign, insurance is going to draw some sour planks along with some sweet ones.

The New Automobile Policy

THERE is much to praise in the new standard automobile fire, theft, comprehensive and collision policy issued by the National Automobile Underwriters Association. Leaving the discussion of technical points to others, it seems to us that one of the most praiseworthy ac-

complishments is the collaboration of the association and the National Bureau of Casualty & Surety Underwriters in a standard combination policy for affiliated fire and casualty carriers. It has been difficult in the past for anyone to justify differences such as hour of expiration

or why conditions in both policies, intended to accomplish the same purpose, should differ materially. Harmonizing them should not present unsurmountable difficulties but there is a natural tendency of persons on one side of the fence or the other to view a matter differently and the completed job undoubtedly required a great deal of diplomacy and patience.

Automobile insurance is the most out-

standing, but not the only, example of a necessary intermingling of fire and casualty coverages. If the companies wish to continue operating under the traditional American theory of a separation of insuring powers, careful collaboration will be necessary to avoid conflicts which impair the interests of the public and the standing of insurance in the public mind. We hope that this practice will be followed in other lines.

Tomorrow Will Differ from Today

WE ARE living in a changing time and changing age. The future cannot be predicted. About all we can do is to hold a firm rein, maintain a clear, steady eye and a conscience that easily discerns

the right. Congressman BRUCE BARTON said in an address, "You can be sure of only one thing about tomorrow—it will be different from today." To expect change is to be prepared to meet it.

PERSONAL SIDE OF THE BUSINESS

Carl Claussen of Chicago, western manager of the London & Lancashire Fire group, is on a two weeks' trip in the upper peninsula of Michigan. He will attend the annual meeting of the Upper Peninsula Agents Association at Munising this week. He is joined on the trip by State Agent W. H. Moeller. They will visit some of the chief agencies and also will tackle some of the streams in that prolific region for fish.

A. C. Resek, special deputy in the Chicago branch of the Illinois department, is preparing to leave this weekend on a two-week fishing expedition to Teal Lake, near Hayward, Wis., where it is reported the muskies are striking very well.

Lorren W. Garlichs of St. Joseph, Mo., member of the executive committee of the National Association of Insurance Agents, together with Mrs. Garlichs and their son, Richard, are vacationing at Mackinac Island, Mich.

Edgar M. Jennings, president of General Insurors, St. Louis, is spending several weeks at his summer home at South Haven, Mich.

Fully recovered from the serious illness that confined him to his home at Hartsdale, N. Y., for several weeks, **O. C. Gleiser**, assistant United States manager of the Commercial Union, returned to his office Monday, fit and ready to carry on with his accustomed vigor.

It was reunion week at the home of **Frank D. Carr**, state agent for Springfield, in Des Moines, with Mr. Carr's three daughters visiting there with their husbands. The three daughters are Mrs. P. J. Payeur of Des Moines, Mrs. A. J. Danziger of Columbus, O., and Mrs. W. H. Bonney of Anaheim, Cal. Mr. Payeur is Iowa state agent of the Phoenix of Hartford and Mr. Danziger is with Crum & Forster at Columbus. Mr. Bonney, the third son-in-law, is not in the insurance field.

T. Ray Phillips, state agent America Fore, Oklahoma City, past most loyal grand gander of the Blue Goose, has a new grandson, John Gordon Street, Jr. Mrs. Street was formerly Nell Carpenter Phillips. Mr. Street is in charge of the

bond department of the Fidelity & Casualty's Dallas office.

C. C. Neslen, insurance commissioner of Utah, has been appointed member of the war service advisory council of the Salvation Army.

P. A. Codere, chief agent in Canada for the St. Paul Fire & Marine, is spending his vacation with his brother, C. F. Codere, president of the company, in St. Paul.

Charles S. Butts, general agent at Minneapolis for Dixie Fire, motored home from California with Mrs. Butts and their daughter. Mrs. Butts and the daughter had motored to California and Mr. Butts went on by train to meet them and to return east with them.

Walter Woodward, chairman of the Texas board of insurance commissioners, is recuperating from a heart attack he suffered while returning from the annual meeting of the National Association of Insurance Commissioners. He has returned to his home after spending several days in an Austin hospital.

DEATHS

Charles W. Phillips, 80, retired Georgia state agent of Home, died in Atlanta.

Mrs. Sybil Nash Chase died at Wesley Memorial Hospital, Chicago, Saturday. She was the widow of Frank S. Chase, formerly Illinois state agent for New Hampshire Fire, who died in 1925. She had been well known to many in the insurance business. She has a sister, Mrs. M. F. Hegler, whose husband is connected with Western Factory in Chicago. Mr. Hegler's mother, **Mrs. Mary Hegler**, 84, died in Chicago Monday.

William C. Saunders, Jr., president Julius Straus & Sons agency, Richmond, Va., and former Virginia state agent of the Fireman's Fund, died from pneumonia.

William Millar, 63, assistant secretary of Home, is dead. He had been with Home since 1902. He was elected assistant secretary in 1921 and in 1934

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was made head of the newly organized credit department. He was born in Liverpool, England.

Randall Chase, 84, senior partner in Chase & Heckman, insurance brokers, Philadelphia, died after a short illness. He has been in the business some 60 years.

H. L. Ringwalt, 91, believed to be the oldest active insurance man in Pittsburgh, died there. He had been in local agency work since 1873. He was a former choirmaster and was the founder of the Ringwalt Choral Union, formed in 1887, one of the two oldest musical organizations in Pittsburgh.

James W. Going, 77, one of the big figures in Kansas fire insurance circles years ago, but who has been retired for some years, died in the Topeka Hospital last week following a heart attack. He had been ill with pneumonia. Mr. Going was vice-president and manager of the old Shawnee Fire of Topeka, which was taken over by the National Fire of Hartford some 25 years ago. He was the prime figure in that institution. Later he established a general agency in Chicago and then returned to Kansas. He never got back in his old form after the Shawnee Fire retired. Mr. and Mrs. Going went on a trip abroad one summer and on their return Mrs. Going wrote a book, "Going Abroad." Mr. Going was born in Rolla, Mo., Oct. 19, 1862. He attended Kansas State University and after graduating entered the fire insurance business as a local agent. He organized the Shawnee Fire in 1882. At one time he was president of the Kansas State Fair Association.

Following the retirement of the Shawnee Fire in 1920, because of its relatively heavy losses in the Chelsea, Mass., conflagration, Mr. Going went to California and opened a local agency, remaining for several years when he returned to Chicago to assume the general management of a fire company formed by Polish residents of that city. When this institution passed out of the picture, Mr. Going became an examiner for the Preferred Risk Fire of Topeka, retaining the post until he suffered a stroke which ended his active business career. Those in position to know, accounted him an excellent underwriter, and possessed of tireless energy and ambition. His early connection with fire insurance was as manager of a mutual company at Salina, Kas., which he developed rapidly and substantially. Had he continued this association he unquestionably would have ranked as one of the leaders in non-stock circles.

A. C. W. Wilkin, 73, local agent of Hazen, Ark., died. He was formerly an officer of the Bank of Grand Prairie.

James G. Moore, 60, well-known local agent at Winnemucca, Nev., died at his home there. He had been in the insurance business since 1932.

F. J. Schwalbach, president of the Germantown Mutual Fire, died at his home in Germantown, Wis.

Park E. Dill, 45, local agent of Westerville, O., died there after a long illness.

Made Chairman



ESMOND EWING

Esmond Ewing, vice-president and secretary of the Travelers Fire and Charter Oak Fire, has been appointed chairman of the insurance department committee of the U. S. Chamber of Commerce. He is a native of Nashville, having been born there Aug. 4, 1891. He is a graduate of Vanderbilt University. He started his insurance career with the Nashville local agency of W. D. Gale & Co. In 1918 he was appointed special agent of the Royal in Tennessee and later became state agent in Alabama and Arkansas. In August, 1925, when the southern operations of the Travelers Fire were started he became district manager of the southern department with offices at Atlanta. He was appointed manager of the southern department at the home office in 1927. In 1934 he was made vice-president and was elected vice-president and secretary in 1935.

Sportsmanship Is Shown by American Companies

To show the sportsmanship of American insurance companies, Otto Patterson, executive vice-president American Automobile, sent out to all its agents and brokers a letter warning them against stirring up any prejudice against foreign companies and creating doubt in the minds of insurance buyers. Mr. Patterson assures all that foreign companies licensed in this country are in effect corporate institutions of the United States inasmuch as their funds are under control of the state insurance departments. In connection with his letter he encloses a reprint of an article

from THE NATIONAL UNDERWRITER giving Superintendent Pink's position and also a booklet from the Alfred M. Best Company, explaining the financial position of foreign insurance companies entered in this country.

ent Lloyd that a foreign insurer may not legally accept reinsurance of risks located in Ohio without being licensed in Ohio.

He advises the superintendent to enforce the penalty provided by Section 5441 of the general code against any company which violates the provisions of section 5439, general code, until the courts have ruled otherwise.

Publications Are Combined

Don Coates' "Texas Insurance" and Ogden Brown's "Western Insurance Review" and "Life Underwriters Digest" have been combined into a weekly, "Insurance News Graphic," Messrs. Coates & Brown being publishers, introducing some pictorial presentations. Mr. Brown is manager of the St. Louis office and Bill Lewis, associate publisher, manager of the Dallas office.

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The NATIONAL UNDERWRITER

July 25, 1940

CASUALTY AND SURETY SECTION

Page Fifteen

Two Groups Weigh Countersignature Legislation Value

**Harmony Is Keynote of
Both Commissioners and
Company Men and Agents**

NEW YORK—Not the least important of the subjects dealt with at the annual convention of the National Association of Insurance Commissioners at Hartford was countersignature legislation, based on the decision of the United States Supreme Court upholding the validity of the Virginia statute of such character and the probability that measures of like character would be proposed in the legislatures of other commonwealths.

Coincident with the gathering of the commissioners, sessions were held by a joint group embracing officials of companies of the Association of Casualty & Surety Executives, representatives of the National Association of Insurance Agents, the National Association of Casualty & Surety Agents and the National Association of Insurance Brokers. Discussions at this conference, as well as at the meeting of the state officials, were thoroughly harmonious, both sides expressing a willingness to make concessions in the common interest.

While an accord is understood to have been reached, its nature will not be revealed until the conference committee reports at the annual convention of the National Association of Insurance Agents at Buffalo, Sept. 16-19. The commissioners decided to postpone further consideration of the general problem until their semi-annual meeting in this city early in December, when the subject can be reviewed in the light of the reaction of the agents to the report of their special representatives.

COMPANIES MORE EXACTING

HARTFORD — Since the United States Supreme Court handed down a decision on the Virginia resident agents license and countersignature law, companies have been laying out a program to be followed in conformity with such in all states having such. Theretofore the companies took chances in connection with countersignature activities. With the highest tribunal passing on the constitutionality of the Virginia act and, therefore, giving these countersignature laws an official stature that they did not possess, the companies have felt the necessity of hewing very closely to the line and not run counter to prosecution for violation.

Therefore, in instructions to agents and brokers as to the course that will have to be pursued, companies naturally have encountered considerable protest because in the literal compliance with the laws there will be an injustice to the

(CONTINUED ON LAST PAGE)

State Insurance Schools Meet with Great Success

COLUMBIA, S. C.—The short course insurance school operated by the South Carolina Association of Insurance Agents July 17-19 at the University of South Carolina was an outstanding success and highly gratifying to officials.

This was its first venture in the educational field and the enthusiasm of the approximately 125 agents who attended was so great that already plans are on foot for another school next year.

Of the total attendance, about 75 or 80 will be presented with certificates for passing the examinations and tests given by the "instructors," who were home office officials of leading companies.

Instructors in South Carolina

The instructors were Oscar Beling of New York, Royal-Liverpool group; A. A. Orrender and Manley Stockton, assistant managers of the Atlanta office of the Hartford Fire; S. T. Shotwell of New York, North British & Mercantile; E. M. Seabrook, manager loss department Commercial Union Atlanta office; Dan L. Royer of New York, chief engineer for the Ocean Accident & Guaranty; F. W. Potter of Hartford, Conn., field supervisor for the Aetna Casualty & Surety company; Harry Prevost of Baltimore, assistant secretary of the U. S. Fidelity & Guaranty in charge of the accident and health department; Felix Hargrett of New York, assistant secretary Home; L. E. Mackall, of New York, vice-president of the National Surety; L. C. Sledge of Atlanta, engineer for the Southeastern Underwriters Association; H. D. Sherwood of Hartford, assistant supervisor of the Travelers agency field service; D. H. Johnson of Augusta, Ga., vice-president and cashier of the Citizens & Southern National Bank; T. G. Linthicum, Atlanta, manager America Fore general coverage department; and C. F. Luce of Philadelphia, marine special agent Aetna Fire.

ALABAMA PROGRAM

BIRMINGHAM — The completed program for the first annual short course school of the Alabama Association of Insurance Agents at the University of Alabama, Tuscaloosa, Aug. 13-16, was announced by Ed H. Moore, Birmingham, secretary-treasurer. Following registration, the address of welcome will be given by President R. C. Foster of the university, followed by instructions to students by J. J. Thomas, past president Alabama association, dean of the school.

Faculty members are: E. M. Seabrook, southern department Commercial Union, Atlanta; J. M. Bugbee, assistant manager automobile department, Maryland Casualty, Baltimore; W. D. Johnson, Home of New York, Birmingham; J. P. Woodall, Southeastern Underwriters Association, Atlanta; D. L. Royer, chief engineer, Ocean Accident, New York; A. V. McGregor, superintendent fidelity and surety department, Hartford Accident, Atlanta; Parks Hunt, vice-president Hurt & Quin, Atlanta; A. A. Orrender, assistant manager Hartford Fire, Atlanta; Arnold Hepp, Home, Atlanta; E. Dana Johnson, manager Wm. H.

McGee & Co., Atlanta; J. D. Williams, superintendent judicial department United States Fidelity & Guaranty, Baltimore; R. W. Forsythe, manager Richmond office Indemnity of North America, Richmond; E. H. Luecke, superintendent production department Fidelity & Casualty, New York.

Secretary-Treasurer Moore, who has just returned from the Florida short course, predicted 100 to 200 agents would attend the Alabama school. Most of the faculty members have taught in other schools and are familiar with short course procedure. The school will end with presentation of certificates and prizes to honor students Aug. 18.

220 AT FLORIDA

HOLLYWOOD BEACH, FLA.—The annual short course school of the Florida Association of Insurance Agents, held at the Hollywood Beach Hotel and attended by 220, took two experimental departures from the usual practice. First, the student body was divided into two groups for several sessions and on the third day into four groups. This plan was the first step in an evolution which eventually will see the school split into several classes of perhaps 50 students each. The second departure was the inclusion of fewer subjects on the program and a provision for more extended study and discussion with a perfected sequence or continuity running through the presentation of lectures and examinations.

The first morning the entire student body met, and after announcements and formal opening remarks by L. P. McCord, Jacksonville, dean of the school, a class in fire, casualty and inland marine, which formed the larger group, began its studies while a class of about 50 followed a course in agency management. Eventually, the fire, casualty and inland class split into three separate groups.

"Circuit Riding" Course

Since the beginning of the Florida short course school, the extension division of the University of Florida has assisted as co-sponsor. The school earlier this year carried on a "circuit riding" course of instruction, lecturers moving from city to city over the state to hold classes. Many people took advantage of that program, and that work may have had something to do with the falling off in the attendance at this year's annual school.

Each year the school offers the combination of sales forum and technical study. Prospecting and survey selling took up 90 percent of the lectures, quizzes, and discussions in the fire, casualty and inland marine classes. The thread of production effort ran clear through the agency management course also. Every lecturer showed a definite application of the entire study to the agents' production outlook.

C. H. Cook, Salem, Ia., local agent, died at the Memorial hospital, Mt. Pleasant, Ia., following a short illness.

Stock Interests Dislike Equity Rating Ban in Ill.

**Agents, Brokers, Company
Men and Truckers to
Organize a Protest**

The recent ruling of Insurance Director Palmer of Illinois outlawing so-called equity rating for automobile fleets, has brought about a spirit of protest in the stock casualty ranks, on the part of agents, brokers, and it is understood on the part of a good many truckers. No formal protest has been filed with the insurance department as yet, however. Steps are being taken to organize a meeting within the next week of casualty company representatives, agents, brokers and representatives of the trucking industry. There have been some informal conversations looking to that end. Leaders in the Illinois Association of Insurance Brokers are much opposed to the ruling. Members of the Casualty Managers Association held a golf outing Tuesday and Mr. Palmer's automobile ruling was discussed informally at that time. The Chicago Association of Insurance Agents is understood to be much interested.

The Illinois department ruled that any experience rating plan must be based upon a definite formula applicable to all eligible risks on the same basis. In an equity rating plan, the insurer is able to exercise its judgment and the commission factor is adjustable.

See Justice in Equity Plan

Some hold to the theory that equity rating is necessary, not only from the competitive standpoint of the stock companies, but also to accomplish substantial justice to the various risks. A rating plan embracing a definite formula, puts the entire emphasis on the actual experience which may not truly reflect the desirability of the risk. There is a certain amount of luck involved and the risk that represents a high degree of safety consciousness and effort might be producing because of unusual circumstances, a loss ratio higher than that of a risk of indifferent management.

Although agents and brokers have been willing to forgive a large part of their commissions under equity rating plans, in order to hold business, the various organizations of producers have always displayed hostility to any scheme that provides for graduated commission on an automatic basis. Hence, the stock companies have encountered difficulty in attempting to work out a formula expressing in definite terms an experience rating of risks that would be effective in holding the business.

The stock company people that are opposed to Mr. Palmer's prohibition of equity rating feel that the mutual com-

(CONTINUED ON PAGE 18)

Sloneker President of Ohio Casualty

Other Promotions Are Announced Following Death of B. D. Lecklider

HAMILTON, O.—Directors of Ohio Casualty and Ohio Insurance Co. have elected Secretary Howard Sloneker as president succeeding the late B. D. Lecklider. M. J. Wys, assistant secretary, becomes secretary succeeding Mr. Sloneker. M. H. Sloan, assistant treasurer, was made treasurer.

Mr. Sloneker is well known in the casualty field. He is a native of Hamilton, having been born there in 1890 and was educated at the University of Michigan. He was one of the founders of the Ohio Casualty, incorporated Nov. 6, 1919. He has been actively engaged in local agency and company affairs since 1916. He is president of the Hamilton chamber of commerce. For the last 15 years he has been assistant treasurer as well as secretary, having been in this position for 15 years.

Licensed in Many States

The Ohio Casualty is licensed in 30 states and the District of Columbia. It started as the Ohio Mutual of Hamilton, the late Mr. Lecklider being the main factor, associated with him being Mr. Sloneker and Mr. Wys. It now has 5,000 agents.

Last year its premium income amounted to \$6,168,000, increase \$461,000 over 1938. The premium reserve increased \$236,000, loss reserve \$188,000. Its assets are \$9,033,749. It is a company that is very popular with the agents.

The Ohio Insurance Company is the affiliate of the Ohio Casualty enabling the parent company to write full automobile cover in some of the states. The Ohio writes all forms of fire insurance which is reinsured in the American of Newark.

J. R. Garrett, Inc., Handles Eastern A. & H. Division

NEW YORK—The eastern accident and health department of the National Casualty, which has been under the management of J. R. Garrett of this city for many years, henceforward will be represented by J. R. Garrett, Inc., to which Mr. Garrett, with the consent of the company, assigned his personal contract.

Mr. Garrett is president of the new corporation, the others officers being: O. S. Bowring, vice-president; Miss Madeline McCrory, secretary, and Miss Mildred Philpitt, treasurer. All have been associated with the Garrett office for a number of years.

The new organization will handle all claims in this territory for the accident and health department of the Detroit company.

American Motorists School

Agents of the American Motorists of Chicago will gather for its first agents' training course at East Orange, N. J., the week of Aug. 19. The most effective ways of producing business will be the principal theme. Although the key executives of the home office staff will be present the course is arranged to provide active participation in the discussions by the attending agents. Considerable emphasis will be placed on the sale of commercial forms of casualty insurance and graphic presentations illustrating sales technique will be employed.

New Combination Contract

Continental Casualty is offering a combination burglary, robbery, fraud and dishonesty coverage called the New EZ Contract. It applies only to the smaller store owner in amounts of \$250

Mississippi School Draws Class of 205

Because of a tie, duplicate awards were made in the race for the two scholarship cups offered in the annual school of fire, casualty and surety underwriting sponsored by the Mississippi Association of Insurance Agents and held for three days at Jackson. It was conducted by the University of Mississippi. One of the cups was for the highest grade, and was donated by the Federal, the other being for the second highest grade, offered by the Fidelity & Deposit.

Miss Sallie W. Barnwell, Yazoo City, and E. H. Ruble, West Point, tied with a grade of 95. J. B. Chapman, St. Paul group, Jackson also had a 95, but being a company representative was not eligible for scholarship awards. The tie was resolved by A. J. Haltiwanger, state agent Federal, making duplicate awards to the first place winners. Mr. Chapman was presented a fountain pen by the association for his high grade.

President Montague Officiates

F. D. Montague, association president, presented the cups; James Hall, special agent Fidelity & Deposit, Memphis, presented that company's award to second high grade winner, Russell Lindsey, Laurel, Miss. with 94. Detailed plans for the school were handled by C. M. Seay of Jackson, association secretary-manager, and John W. Robinson, Jackson, chairman educational committee & National councilor.

More than 200 agents and field men attended. After six hours of intensive instruction daily, many spent their evenings in the study hall, a room in the hotel where insurance reference volumes were available.

Mr. Montague and Commissioner Williams extended greeting. J. B. Hopkins, past president, spoke on "Servicing Your Business." H. W. Melville, manager marine department American group, discussed the personal property floater, and O. S. Johnson, Clarksdale, talked on rate analysis.

A course on reporting forms was conducted by H. T. Holland, of Jackson, and a course on fidelity, bankers blanket and commercial bonds by O. R. Smith, superintendent bond department F. W. Williams, Inc., state agent U. S. F. & G., Meridian. B. K. Clapp, manager southeastern department Fire Companies Adjustment Bureau, Atlanta, talked on the adjuster's opportunity to build good will.

Other speakers were E. H. Luecke, manager production division Fidelity & Casualty, New York; G. M. O'Brien, agency supervisor Aetna Casualty; R. W. Michael, manager southeastern department Fireman's Fund, chairman Louisiana-Mississippi conference committee; H. R. Preston, U. S. F. & G., Baltimore; W. W. Sampson, manager Mississippi Rating Bureau, Jackson; A. A. Orrender, manager Hartford Fire, Atlanta; A. J. Bommer, Underwriters Laboratories, Dallas.

President Montague awarded 56 certificates of merit to students who complied with the attendance and achievement requirements.

The increase in enrollment, from 153 last year to 205, assured resumption of the school next year.

and \$500, and includes 11 coverages: Interior robbery, messenger robbery, home of custodian coverage, safe and vault burglary, open stock burglary, burglary keylocked receptacle, money and securities destruction, dishonesty, forgery and alteration, bad check and money order coverage, and counterfeit money coverage. The assured is not required to take the entire policy, but may choose the individual coverages he wants. In addition to some new lines it takes in the storekeepers, merchants protective, fraud and crime contracts.

Good Driver Judge



HARRY BARSANTEE

Harry Barsantee, supervisor of the Travelers news bureau, is serving on the honorary board of the Ford Good Drivers League.

Contest essays and examination papers received from boys who have participated in state driving contests during recent months are now being judged and state winners are to be named shortly. These boys will compete in a national driving contest to be held at the New York fair during the week of Aug. 26 and national winners will be announced the evening of Aug. 29.

Members of the honorary board will gather in New York during the contest to witness the final and to make the awards.



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Long Haul Pool Idea Is Dead

Even Less Interest Found in Project Today Than Two Years Ago

NEW YORK—Observers now believe that the possibility of forming a pooling arrangement for writing long haul trucking business is less promising today than it was when the project was broached about two years ago. During the past year or so the market has improved greatly and there is a certain amount of competition for the business. Today a trucking concern, unless it has an exceptionally bad accident record, has little difficulty getting insurance.

It was suggested in 1938 that if the companies were not prepared to go the length of having trucking risks written through a central organization, they might be willing to cooperate in maintaining a joint engineering and road patrol service. But even this modified program apparently has no appeal today.

Two Transferred to Dallas

The General Casualty of Seattle has transferred George Morry and Herbert Comings to the Dallas office. Mr. Morry, who will be an automobile and casualty underwriter, goes from the home office at Seattle and Mr. Comings from the Los Angeles branch to head the claim department of the new Dallas office.

B. E. Chapin, manager casualty department Rathbone, King & Seeley and president of the American Legion Bowling League, has been elected president of the San Francisco City Bowling Association.

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Program Announced for Arkansas School

The Arkansas fire and casualty insurance school at the University of Arkansas, Aug. 5-9, has announced its program, this being under the auspices of the Arkansas Association of Insurance Agents, the Arkansas Field Men's Association, Arkansas Casualty & Surety Association and College of Business Administration of the university. Van Howell of Fayetteville is chairman of the general committee; J. K. Shepherd of Little Rock, program; A. P. Eason, Fayetteville, entertainment, and C. C. Mitchener, Marianna, finance and attendance. The program is as follows:

Monday, Aug. 5

L. R. Martin, Pocahontas, presiding 8:30 a. m. Address of welcome, President J. W. Fulbright, University of Arkansas.

"Insurance Agent's Profession," Lawrence H. Derby, Warren, president Arkansas Association of Insurance Agents.

"The Economics of Fire Insurance," Dr. J. Anderson Fitzgerald, professor of insurance, and dean school of business administration University of Texas.

"The Fire Policy: Forms and Endorsements, I," Felix Hargrett, assistant secretary Home, New York.

"Fire Insurance Problems," C. H. Brooks, engineer Continental, Dallas.

Round table discussion on fire insurance problems, C. H. Brooks, chairman. Panel: Roy Donham, Little Rock, H. H. McKenzie.

Evening Session

Allan Kennedy, Fort Smith, presiding

"The Economic Development of Arkansas," Harvey Couch, president Arkansas Power & Light Company.

Tuesday, Aug. 6

Lawrence Derby, Warren, presiding "Recent Developments in Fire Policy Forms," Dean J. Anderson Fitzgerald.

"The Fire Policy: Forms and Endorsements, II," Felix Hargrett.

Round table on fire policy forms and endorsements, Felix Hargrett, chairman. Panel: T. F. Baker, M. R. Smith.

"Public Liability," J. H. Bibby, assistant casualty director United States Fidelity & Guaranty, Baltimore.

"The Underwriting of Surety Business," E. C. Lunt, vice-president in charge of bonding department, Great American Indemnity, New York.

Discussion, John H. Means.

Trip to Dripping Springs and Lake Francis. Golf, swimming, boating.

Wednesday, Aug. 7

G. S. Purifoy, Camden, presiding "The Production of Surety Business," E. C. Lunt.

"Brokerage and General Cover Lines," W. L. Falk, manager brokerage department Royal-Liverpool groups, New York.

"Workmen's Compensation and Liability Insurance," J. Dewey Dorsett, assistant manager Association of Casualty & Surety Executives, New York.

Panel skit on workmen's compensation insurance, Thomas T. Wilson, United States Fidelity & Guaranty, Little Rock; E. L. Wright, Little Rock.

Round table discussion on workmen's compensation and liability insurance. J. D. Dorsett, chairman. Panel: William M. Apple, A. M. Anderson, Frank C. Mebane.

Thursday, Aug. 8

Joshua K. Shepherd, Little Rock, presiding

"Inland Marine and the Marine Definition, I," H. W. Melville, manager marine department American, Newark.

Round table discussion on inland marine forms, Harry W. Melville, chairman. Panel: Walter Plangman, Albert Alexander, John W. Ricks.

"Use and Occupancy Lines," W. L. Falk.

"Rents and Rental Values," W. L. Falk.

"Governmental Regulation of Fire and Casualty Insurance Companies," Dr. Harry J. Loman, professor of insurance and associate dean Wharton School of Finance and Commerce, University of Pennsylvania, Philadelphia.

Discussion, M. J. Harrison, Arkansas commissioner.

2 p. m. Golf tournament, Fayetteville Country Club.

Friday, Aug. 9

Van Howell, Fayetteville, presiding "Aviation Insurance," J. R. Graham,

manager United States Aviation Underwriters, Chicago.

"Inland Marine and the Marine Definition, II," H. W. Melville.

Round table on inland marine underwriting. H. W. Melville, chairman. Panel: P. G. Brown, Guy Farris, John W. Sturdivant.

"Insurance Survey Audits," R. H. McLarry, Dallas.

"Opportunities for Developing Casualty Business," Spencer Welton, vice-president Massachusetts Bonding.

Conference Summary: The Outlook, Dr. C. C. Fichtner, dean college of business administration, University of Arkansas.

Write your accident and health company for **Hoodoo Day** plans.

Travelers to Have Own Building in New Haven

Travelers has awarded a contract for construction of a branch office building in York street, New Haven, Conn. The estimated cost is \$30,000.

Mark Archer Not to Appear

Mark E. Archer, general counsel of Empire Life & Accident of Indianapolis, who was scheduled to give a paper at the accident and health roundtable during the meeting of the insurance section of the American Bar Association in Phila-

delphia, finds that he will be unable to prepare a paper and make the presentation.

J. K. Stone, assistant secretary Peerless Casualty, Keene, N. H., connected with its New York office, lost his life Tuesday in the fire that destroyed a bungalow at Kingston, in which he was staying. He was 34 years old.

Vice-president James Wyper of the Hartford Fire is enjoying a vacation in Los Angeles, accompanied by his family. They will motor north before returning to Hartford.



Home Office: Kansas City, Mo.

R. E. McGinnis, President

Stock Interests Dislike Equity Rating Ban in Ill.

(CONTINUED FROM PAGE 15)

panies stand to gain by the ruling. If the stock companies are held to a rigid formula, they contend, the only possible difference in cost would be the dividend that is paid by the mutual. That makes the opportunity much greater for the mutuals than when they are up against a moving target.

The prohibition of equity rating was one of several rulings in connection with automobile business made by Mr. Palmer in a recent bulletin. Another ruling which the stock company people dislike but which is welcomed by the mutuals is that outlawing retrospective rating of automobile fleet risks. Retrospective rating has always been distasteful to the mutuals, even in the workmen's compensation field.

It is likely that the proposed conference between company men, agents, brokers and truckers will be held some time next week, perhaps Tuesday. It may be that the conferees will decide that the protest should be made by the truckers.

Offers Its Full Service

NEW YORK—The full services of the Association of Casualty & Surety Executives and its 62 leading capital stock company members have been offered to the United States government to assist in expediting completion of an adequate national defense program.

Aviation Accident Policy

A new aviation accident policy has been announced by the Continental Casualty designed expressly for pilots, co-pilots, crew members, private pilots, stu-

dent pilots and passengers on all planes certified as C, NC or NS.

It provides an aviation accidental death benefit of \$3,000 and also pays hospital, doctor and medical bills incurred as a result of an aviation accident, up to \$500, on a "blanket" basis.

The annual premium is \$20 to flyers in all classifications excepting student pilots who take a student pilot rate of \$10 covering the usual training term of six months.

All hazards of flight are covered, including "bailing out" and being struck by an aircraft or propeller. Geographical limits provide for flight within two hundred miles of the border in Canada and Mexico, also flights in aircraft owned and operated by the Pan-American Airways System in Mexico, Central and South America.

Chicago Managers All Athletes

Twenty members of the Casualty Managers Association of Chicago enjoyed an outing Tuesday at North Shore Country Club. Due to the uniformly high athletic prowess of this group, each member succeeded in winning a prize.

Senator George E. Radcliffe of Maryland while he was attending the Democratic national convention in Chicago visited the office of Conkling, Price & Webb, general agents, and W. H. Hansmann, Illinois manager of the Fidelity & Deposit. He is vice-president and a director of the company. Mr. Radcliffe is up for reelection as senator in November.

C. B. Tenny, who has represented the Employers Mutuals of Wausau, Wis., in Lansing, Mich., has been appointed special agent of the Auto Owners of Lansing to travel Michigan territory.

Plan now to make the Black Cat Club on Hoodoo Day by selling accident and health. Your company can give you details.

Yes-Sir

our Agents can write all the popular automobile coverages in a good and broad policy, but—far more important than that—they know they have dependability and loss-paying service that will make them a stand-out in any community.

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COMPENSATION

Compensation Rate Study Being Made

NEW YORK—Bernard Botein, who with several assistants began an independent survey of the rating practices of the workmen's compensation companies in this city some weeks ago, continues at the task, which will require some time for its completion. The study was undertaken as a result of the conviction by the insurance department of one of the companies for rate-cutting on a large risk here, and the feeling of Superintendent Pink that perhaps the practice was indulged in, to an extent at least, by other offices. As anxious as the superintendent to learn what, if any basis, there might be for such belief, the casualty executives promptly determined to have an exhaustive study of the records of all companies directed by an outside person working in conjunction with the department, and agreed to defray the cost of the effort up to \$75,000. Mr. Botein was selected to direct the work because of his record in supervising the study of the operations of the State Insurance Fund.

Fight A. F. of L. Neb. Trend Move

LINCOLN, NEB.—Effort of the American Federation of Labor to substitute a state workmen's compensation fund as in Ohio for the present Nebraska statute will be resisted, says Frank M. Coffey, presiding judge of the state compensation court. Robert Watt, an international representative of the AFL, has been doing some work in Nebraska, and in a recent address before a social organization attacked the Nebraska law as operating in the interest of employers and insurance companies, and said 75 percent of all payments made under the law went to doctors, lawyers and attorneys.

Judge Coffey, who was formerly state president of the Nebraska AFL, says that as a matter of fact the injured worker and no one else receives compensation benefits, that payments for medical services are in addition and attorney fees are fixed by court action. When the Nebraska law is compared with the state fund in Ohio, says Judge Coffey, it is shown to have many advantages, and costs but a tithe of that in Ohio.

Labor for Monopolistic Fund

PT. ANGELES, WASH.—A resolution was adopted by Washington State Federation of Labor that the present monopolistic workmen's compensation fund be continued. The resolution opposed any change in existing laws to permit the establishment of optional insurance, thus affording private carriers an opportunity to compete with the state fund.

SURETY

Close Eyes to Standard Rules on Ship Contract Bonds

The surety companies are to a large extent closing their eyes to a good many underwriting considerations in passing upon contract bonds covering the construction of boats in the national defense program. Surety executives feel that the boat builders are being induced to

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undertake contracts beyond their normal capacity to complete; that there is an insufficient number of shipways for the work that is being undertaken. However, the surety executives have decided not to apply underwriting standards that would be customary under ordinary conditions. The navy department is privileged to handle its requirements on a cost plus basis without contract bonds if it desires, and some very large projects have been undertaken on that basis. There is a fear on the part of surety company officials that if boat builders should encounter difficulty in getting bonds, the navy department might decide to dispense with bonds altogether and allocate its work on a fixed fee basis.

Ohio Seeks Bank Bond Ruling

COLUMBUS—The Ohio Association of Insurance Agents has raised the question of whether fidelity bonds covering bank officers and employees must be written in companies admitted in Ohio. The state law requires that all officers and employees be bonded in an amount required by the directors and by a surety approved by them, with the superintendent of banks having the power to require an increase in the amount. R. P. Lien, state bank superintendent, has asked Attorney General Herbert for an opinion on this point. C. R. Laurenson, Canton, chairman unauthorized insurance committee of the Ohio association, said that legislation requiring bonding in admitted companies will be sought if the opinion indicates that the present law is insufficient.

COMPANIES

Lloyds Guarantee Makes Three Appointments

Lloyds Guarantee Assurance of Dallas announces that C. C. Hill has been appointed general manager and attorney-in-fact. L. H. Rogers has been appointed manager of the agency and engineering departments, and W. B. Brown manager of the claims department.

For 27 years Mr. Hill has been engaged in all branches of insurance, while Mr. Rogers has been in agency and engineering work for six years. Mr. Brown has been with the claims department of the Maryland Casualty four years.

Lloyds Guarantee Assurance was organized July 1, 1938, under the laws of Texas by Texas interests, the principal underwriter being R. B. George, its president. It writes all forms of insurance with the exception of life, and specializes particularly in unusual coverages.

Its offices have been moved to the

WANTED

Experienced casualty fieldman for Michigan by Old Line Casualty Mutual Company. All replies treated in strict confidence. Our fieldmen know about this advertisement. Address L-88, The National Underwriter, 175 W. Jackson Blvd., Chicago, Ill.

Safety Engineer with 11 years experience and some audit work. Past experience was with the Travelers Insurance and Continental Casualty Co. Did boiler, auto fleet, elevator and safety organization work on all types of risks. Can furnish good references from both the above companies. My age 42, white, American, height 6', weight 203, and married. Would accept employment any place in U.S.A. Address L-93, The National Underwriter, 175 W. Jackson Blvd., Chicago, Ill.

CASUALTY COMPANIES ATTENTION:
General Agent calling on Illinois agents, outside of Cook, Lake and DuPage counties, desires connection with aggressive, independent and well-rated casualty company. Company must have general casualty and surety facilities. Acceptable volume available. Address: L-94, The National Underwriter, 175 W. Jackson Blvd., Chicago, Ill.

WANTED

CASUALTY AND SURETY EXECUTIVES

A client of mine, a large insurance company with ample capital, a successful record, and a nationwide agency plant, contemplates entering the field of compensation, liability, and possibly that of fidelity and surety underwriting. The company plans to develop these lines on a conservatively progressive basis under the leadership of thoroughly trained casualty and surety executives.

I have been instructed to seek applications from men capable of assuming these executive responsibilities at the home office. Persons between the ages of 35 and 50 who feel qualified to undertake this work and who are interested in applying for the positions mentioned are invited to communicate with me in writing, giving full information as to experience, age, and present salary.

All communications will be kept strictly confidential and if an application is favorably entertained a personal interview will be arranged with the president.

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Report on Central Mutual

The Missouri department has filed its report of the examination of the Central Mutual Casualty of Kansas City as of Dec. 31, showing assets \$197,487, premium reserve \$101,532, loss reserve \$39,376, surplus \$52,008. Compared with the statement filed by the company, the assets increased \$4,000 due to a \$5,000 contribution made while the examination was in process. The liabilities were increased \$12,000 on account of the examiners setting up larger premium reserves. The company started in 1919 as the Plate Glass Underwriters Mutual but incorporated in 1923 under its present name. In addition to plate glass it now writes full coverage automobile.

It discontinued paying dividends to policyholders in 1937, but it discounts automobile liability and property damage rates 20 to 25 percent and for fire, theft, tornado and comprehensive 10 to 15 percent. It gives a discount of 5 percent on plate glass excepting Kansas City, where it is 20 percent.

Heavy Gains in Six Months

St. Paul-Mercury Indemnity in its mid-year statement reports assets as \$13,110,444, an increase of \$1,037,311 from Dec. 31, 1939. Premium reserve was \$3,738,821, an increase of \$591,162. Net premiums for the six months were \$3,809,439, an increase of \$383,979 as compared with the comparable period last year. Net surplus was \$4,526,348, a gain of \$324,299.

New Los Angeles Company

The Motor Indemnity of Los Angeles has been incorporated. First the backers intended to establish a reciprocal, the Motor Indemnity & Inter-Insurance Exchange, but it has now been decided to have a stock company instead.

New Fargo Mutual Licensed

The Empire Mutual Liability of Fargo, N. D., has been licensed by the North Dakota department with a paid-in surplus of \$10,000 to write liability insurance.

The Ohio Farmers Indemnity and the Employers Mutual Casualty of Des Moines have been licensed in Michigan.

ACCIDENT

Bridges Atlanta Speaker

S. R. Bridges, Jr., general agent of the Provident Mutual Life and president of the Atlanta Association of Life Underwriters, addressed the July meeting of the Atlanta Accident & Health Association, outlining the experiences of the life association in its development to the powerful close-knit organization that it is today and offering some suggestions which the accident and health association plans to incorporate into its program for building membership.

Duluth Company Changes Name

The Duluth & Iron Range Accident of Duluth, Minn., which was originally incorporated as the Duluth Casualty, has been licensed by the Minnesota department to write life, accident and health on the assessment plan.

Reno Company Licensed

The First American Assurance of Reno, Nev., has been licensed under the mutual assessment laws with a cash deposit of \$5,000 to write life and disability insurance.

Provident L. & A. Half Year

Provident Life & Accident gained more than \$750,000 in assets during the first half year, more than \$200,000 in surplus, more than \$7,000,000 in insurance in force, bringing that figure to a

new all-time high of more than \$141,000.

The accident and health premiums were greater by \$640,000 than during the first six months of 1939. Payments to policyholders and beneficiaries during the first six months amounted to about \$2,690,000.

The North American Life & Casualty of Minneapolis has opened a downtown office at 114 South Ninth street. The Osterberg agency, which heretofore has had offices at the home office, will occupy the new quarters.

PERSONALS

Ralph H. Parry, who is in charge of the accident and health department of the Globe Indemnity's Chicago branch office, has qualified for the first section of the civilian pilot training course offered by the federal government. Mr. Parry studied aviation and received his flying license more than a year ago.

Prof. A. H. Mowbray, consulting actuary of the California department, who has been in Los Angeles for the past five weeks testifying in the hearings of the Chapter 9 life companies, has gone to Salt Lake City, to participate in an examination of the Utah state workers' compensation fund.

While in Los Angeles attending various west coast meetings the Business Men's Assurance is holding. Lou L. Graham, director of field service, was given a surprise dinner party on his birthday. The party included Mrs. Graham, Vice-President J. C. Higdon, who also is participating in the meetings, and J. P. Baldwin, manager for California.

Bernard W. Roos, manager of the bond department of Associated Agencies, Inc., Chicago, has just returned from a vacation at Camp McKinley, Boulder Junction, Wis. Mrs. Roos per-



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ASSURANCE CORPORATION, LTD.

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What's In a Name?

The Dictionary says there's plenty in the name
PROVIDENT

provident man
prov'i-dent (-dĕnt), *a.* [L. *providens*, -entis, *p. pr.* of *providere*; cf. F. *provident*. See PROVIDE; cf. PRUDENT.] Providing for future wants; prudent in preparing for future exigencies; cautious; economical; — sometimes with *of*; *as*, a *provident* man; an animal *provident* of the future.
Syn. — Forecasting, careful, frugal, thrifty. See WISE.
provident *andante*

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Insurance Company

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A STOCK COMPANY WITH THE
THOROUGH KNOWLEDGE AND
UNDERSTANDING OF AGENCY
PROBLEMS ESSENTIAL FOR
COMPLETE CO-OPERATION
WITH THE MAN IN THE FIELD.

National Casualty Company
W. G. CURTIS, PRESIDENT
DETROIT MICHIGAN

suaded him to stay an extra day and as a reward for so doing he caught a 44-inch, 30-pound "muskie."

Harry Fuller, deputy United States manager of the Zurich, Chicago, was in Richmond last week as the guest of H. V. Godbold, whose agency represents his company. He planned to visit Hartford and possibly other points in the east before returning to Chicago.

DEATHS

Bart Minehan, 60, for nearly 40 years special agent of the Fidelity & Deposit in Wisconsin and upper Michigan with headquarters in Milwaukee, died there after a short illness. He was born in Buffalo and went to Milwaukee in 1901 as special agent. A son, W. B. Minehan, is with the secretary's department of Northwestern Mutual Life.

Ralph A. Ferson, assistant secretary of Hartford Accident in charge of the personal accident and health department, died Saturday after an illness of a week. He went with Hartford Accident in 1914. He served as president of the International Claim Association in 1921. He entered the business in 1899 with Massachusetts Mutual Life and afterwards became connected with Columbian National Life. A native of Fitchburg, Mass., he was 67 years of age.

Much Interest Taken in New N.A.U.A. Policy

(CONTINUED FROM PAGE 1)

sions in the assured's household or employment. Likewise, the famous "trick and device" clause has been removed. The National Automobile Underwriters Association, however, states that it will be retained in dealer's forms.

The "trick and device" clause de-

nied coverage where the assured or anyone acting under his express or implied authority voluntarily parted with title or possession of the car, whether or not induced to do so by any fraudulent scheme, trick, device or false pretense. This clause was made mandatory in 1929. It goes back to the famous 1924 case of Overland-Reno Company vs. International Indemnity, 222 Pac. 122. In this case an automobile dealer was the assured. He sold a car, taking a forged check in payment, to a person who misrepresented his identity. The Kansas supreme court held that the loss was covered by an automobile fire and theft policy. Presumably, elimination of the "trick and device" clause will bring automobile policies, for other than dealers, back to the Overland-Reno case and will make such losses covered.

Publication of a combined policy, including both fire and casualty coverages, in collaboration with the National Bureau of Casualty & Surety Underwriters, has brought about unanimous approval. There have been a number of points in which the fire or the casualty contracts did not dovetail, such as hour of expiration, wording of common exclusions and conditions, such as carrying passengers for a charge, and the standard combination form is hailed as a material improvement in underwriting and coverage. These matters have been harmonized and now both policies provide the same as regards these conditions.

Armstrong Crawford Installed

The General Casualty of Seattle has established its western service office at St. Louis in the Pierce building, in connection with its similar office for the General Fire and First National Fire. Armstrong Crawford, former president of the Great Lakes Casualty, is in charge of the new casualty office for the General Casualty. He is now located there.

Insurance Cabinet Has Been Appointed

(CONTINUED FROM PAGE 1)

nine departments broadly representative of all business and industry. Insurance is one of the nine. It is headed by T. F. Cunneen, who is widely known to insurance men throughout the country.

The insurance department is the only agency in the country serving the institution of insurance in its entirety. Its duty is to determine the general objectives of insurance as a whole and to make insurance as valuable as it can be to the country and to policyholders.

Objectives of the Chamber

"The U. S. Chamber realizes that the institution of insurance is of utmost importance to the preservation of representative government and to the security of private individuals. The underlying membership of the chamber consists of buyers of insurance and our insurance program is based primarily upon the principle of policyholders welfare.

"The chamber is committed to:

"The protection of insurance against special and unfair taxes, which are an

indirect but nevertheless definite tax on those who buy insurance.

"The protection of insurance against government encroachment and against governmental schemes for insurance.

"The fostering of general public activities designed to reduce losses and accidents.

Cooperation is Necessary

"The ultimate success of insurance depends on active cooperation between those actually conducting the business and the public. Therefore, the program of the insurance department has been developed to bring about a better public understanding of insurance. Only recently the chamber took up the challenge cast by the Temporary National Economic Committee, investigating insurance, and issued through 'Nation's Business,' 'The Case for Insurance.' This booklet has attracted wide attention in the press and has been distributed to the public in response to many requests.

Program of Education

"The program of education carried on by the insurance department with regard to insurance taxation has been continuous over a period of years. An annual detailed survey of insurance taxation is conducted and the results are

What should an Agent expect from a Company?

First, he should expect that his company will back him all the way under the terms of the policies he writes . . . He should expect a claim department that settles claims quickly, courteously, satisfactorily . . . He should expect the company to be strong enough to fulfill all obligations assumed under its policies. Finally, he should expect ADEQUATE COMMISSIONS FOR HIS EFFORTS.

If you are on the lookout for a company which guarantees complete underwriting facilities, why not find out what Ohio Casualty has to offer? A postal card will bring full details.

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1915 — TWENTY-FIFTH ANNIVERSARY — 1940

given out to members and to other interested parties.

The insurance department carefully watches state legislation affecting insurance and assists member organizations in opposing legislation of a harmful character. It has promoted the adoption of proper automobile anti-theft laws. It has been active in many states in obtaining enactment of the model arson law. It has cooperated with member organizations to the end that proposals for compulsory automobile insurance may not be enacted. It has fought unsound insurance regulation.

Conservation Program

"The chamber's conservation program is directed toward reduction of losses of life and property through fire and premature death through accidents and disease. Fire prevention now occupies an important place in the programs of nearly 600 local chambers of commerce, who are enrolled in the Inter-Chamber Fire Waste Contest, sponsored jointly by the National Fire Waste Council and the chamber's insurance department. In addition to promoting this contest, the department has been active in sponsoring other phases of fire prevention work. The chamber sponsors the city and rural health conservation contest as a part of its work. This contest has effectively stimulated the interest of business men in health work in a large number of urban and rural communities. The continuance of the city contest has been made possible by the generous financial support of the Metropolitan Life, whose president, Mr. Lincoln, recently was elected director-at-large of the chamber. The rural contest is largely financed by the W. R. Kellogg Foundation.

"In addition to promoting enactment of the uniform motor vehicle code the insurance department of the U. S. Chamber has encouraged local chambers of commerce and trade associations to conduct their own accident prevention programs."

Promotions Made by Springfield F. & M.

(CONTINUED FROM PAGE 3)

tal, Springfield; and a member of the Board of Springfield Cemetery Association. He is also a member of the newly formed national defense committee of the Springfield, Mass., Chamber of Commerce.

Mr. Wright and Mr. Roberts

Mr. Wright went with the Springfield on Jan. 1, 1906, employed as mail clerk, and worked his way up through succeeding years in various underwriting departments. On Nov. 1, 1917, he was appointed special agent in the central Pennsylvania field with headquarters at Wilkes-Barre. Subsequently he was moved to Philadelphia, where he had supervision over eastern Pennsylvania, Maryland, Delaware, and the District

of Columbia. Brought to the head office, he was first made general agent on March 18, 1929, in charge of underwriting in the Middle Department territory. He was made assistant secretary of the Springfield, Sentinel, Michigan and New England Fire in 1931, and assistant secretary of the "corporation" of these companies in 1932. His election as secretary came in February, 1935.

Mr. Roberts, born and educated in Wethersfield, Conn., and graduated from Wesleyan University, was first employed by the National Fire for 11 years, later joining the Hanover Fire. He went with the Springfield F. & M. in 1924 as special agent for western Massachusetts and Connecticut. On March 1, 1926, he was made general agent, in charge of losses. He was elected assistant secretary of all companies in the Springfield group in February, 1928, and secretary in February, 1932. For the past several years he has had supervision of the underwriting for Connecticut, New York, and metropolitan New York City. Mr. Roberts is a member of the agency balance committee of the Eastern Underwriters Association.

Tribute to the Late President

The following resolution was passed on the death of President Bulkley:

"The board of directors feel profound sorrow in the death of G. G. Bulkley, who served this company faithfully and zealously since 1911, having been its president and chairman of its finance committee for over 16 years, and a director for over 21 years.

"During the progress of his leadership the Springfield F. & M. with the other insurance companies which became affiliated with it or which were established under his able direction, grew steadily

and surely, and its enviable nation-wide reputation for financial strength and unexcelled service was greatly augmented. This growth was largely due to his business and underwriting acumen, his integrity, vision and unfailing faith in the future.

His Virtues Never Dimmed

"The demands of a decade of business depression were insufficient to destroy his determination, his sense of right and his complete adherence to the ideals of sound underwriting. His friendly forcefulness attained for him the highest honors in the insurance profession. He was held in the greatest esteem by all who knew him and especially those who were privileged to work directly under his keen direction and kindly guidance. The same splendid cooperation with all those with whom he came in contact elevated him to a place of honor in the civic activities and the social and business life of our community.

"We, the members of this board, reverence his memory as one blessed with ability and force, tempered with humane and cordial consideration for all, and mourn with deepest sorrow the passing of a competent leader, a great yet modest man and a loyal friend."

Claim of Southern Surety Upheld

OKLAHOMA CITY—The Oklahoma supreme court has decided that dissolution of Southern Surety did not abate a judgment in its favor. It refused to extinguish a promissory note given by J. W. Maney and J. R. Alley to cover workmen's compensation premiums, although it allowed the judgment to be set off by claims against Southern Surety. Superintendent Pink, New York,

To Put Up Deposit to Protect Assured

(CONTINUED FROM PAGE 3)

the outbreak of the European war proving ample to handle any submitted line, however large, without an excessive commitment being assumed by any one company.

The most recent hazard, and one which underwriters do not underestimate, is the reported activity of at least one German raider in the Caribbean. It is responsible for the rate increase for insurance on vessels touching that area, which became effective July 23. The destruction to merchant vessels that may be inflicted by swift wide ranging raiders was evidenced by the record of losses inflicted by the "Emden" and the "Wolf" of Germany, during the first world war.

WAR RISK RATES RAISED

Effective Tuesday, war risk rates on shipments to or from the east and far east, including Australasia but excluding Phillipine Islands, Japan, Burma and all ports west of India, through the Panama Canal, were raised from 2 to 3 percent for flag other than the United States. Increase also became effective for shipments to and from the western hemisphere, except for local voyages, for cargoes on vessels flying belligerent flags.

who is liquidator of the company, and Raymond Knoepel, ancillary receiver in Oklahoma, were named in the action.

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FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Ohio County Employs Insurance Board to Plan Coverage on Property

WARREN, O.—The Trumbull County Insurance Board, composed of virtually all the county's insurance men, has formulated a plan to give the county adequate insurance coverage and has made suggestions that have helped reduce the fire hazards of all buildings, thus resulting in lower rates.

Six years ago, the county employed a hit or miss scheme of insurance, and a survey made just before the board was authorized to handle the coverage disclosed that the county had no protection at all on several important buildings and was paying on some structures that had been torn down years before.

Trumbull's system of insurance has attracted the attention of other counties throughout the state with ten or more now considering the adoption of a similar board. A committee of five has been placed in charge of writing the coverages. The stagger system is employed, and each member serves for five years so that one new man is named each year. The insurance is then written by these five agents after a complete survey of the county's buildings. All of the commissions are turned into the treasury and later used for fire prevention and other public causes. In addition to the buildings, the board also handles the county's insurance on 61 automobiles and on all boilers.

Des Moines Election Aug. 16; Convention Committees

DES MOINES—The Des Moines Association of Insurance Agents will hold its annual meeting Aug. 16. Pearl Taylor is now president. B. C. Hopkins, past state president and chairman of the state executive committee, is vice-president of the local board and probably will be elected as its president at the annual meeting.

The Des Moines association will hold a stag party Aug. 1 for the local committees appointed to serve during the annual meeting of the state association here Sept. 4-6.

The committees appointed by the executive committee of the local board have already started to function and tentative plans have been set up for the convention. Convention headquarters will be at Hotel Fort Des Moines. Committee chairmen are:

General arrangements, B. C. Hopkins; golf, Kenneth May; chamber of commerce, Arthur Brayton; publicity, Fred Olmsted; registration, Chester Ford; attendance, Charles J. Smith; entertainment, Ted Flynn; hotel, Glen C. Wallace; finance, Philip E. Jester; reception, Robert Evans; program editing, Pearl Taylor; ladies, Mrs. B. C. Hopkins.

Unemployment Issue Settled

COLUMBUS—Paul R. Gingher, counsel for the Ohio Association of Insurance Agents, said this week that the question of the exemption of insurance agents and solicitors under the Ohio unemployment compensation law virtually has been settled. Since the enactment of the law, the Ohio association has taken the position that insurance agents and solicitors who worked on a commission basis only and who were masters of their own time and effort were not in "covered" employment. Recently a contrary position was taken by the legal department of the bureau of unemployment compensation and as a result several assessments were made against

agents, based on commissions earned by solicitors working in their offices.

The bureau was notified that the Ohio association would resist these assessments and hearings were held. In the meantime, several decisions were handed down by the courts and Attorney-General Herbert upheld the position taken by the association. It is announced that now the administrator of the unemployment compensation bureau has taken the position that no assessments covering this type of employment will be made and that in due time the pending assessments will be dismissed.

Ozarks Agents Organize

An Ozarks Insurance Agents Association has been organized with members from Farmington, Bonne Terre, Flat River, Elkins, Fredericktown and Leadwood, Mo., and with the purpose of including all stock company agents in seven or eight contiguous counties.

Officers are: W. A. McGraw, Flat River, president; C. C. Gower, Farmington, vice-president, and Mrs. William J. Gnadt, McGraw agency, Flat River, secretary-treasurer.

A mass meeting for agents from the entire district is planned for late August at Ste. Genevieve, in the form of a picnic and fish fry. State association officers and officials of the Missouri department are being invited.

J. W. Rodger of St. Louis, executive secretary of Missouri association, discussed the value of organization.

Stress Responsibility Legislation

MINNEAPOLIS—In spite of the fact that compulsory automobile insurance will be a live issue at the next session of the Minnesota legislature, it is unlikely that it will be given much prominence at the annual meeting of the Minnesota Association of Insurance Agents at Duluth Aug. 22-23. So far it has not been put on the agenda and the indications are that whatever open discussion there is on the automobile situation will have to do with the drivers' financial responsibility act.

The strategy of the insurance men will be to center their efforts on strengthening the responsibility act. For that purpose an invitation has been sent to A. B. White, Keene, N. H., local agent and an authority on financial responsibility legislation, to talk to the Minnesota agents on that subject.

Plan Iowa Fall Meetings

DES MOINES—Harry C. Brown, president of the Iowa Association of Insurance Agents, announces that educational insurance forums inaugurated last spring will be continued in the fall. Under tentative plans six meetings will be held on the same date some time between Oct. 15 and Nov. 1. In the spring the meetings were held about two weeks apart. The six meetings during May and June were well attended, and were received enthusiastically. President Brown presided over all the spring meetings and the same procedure will be carried out this fall. So far the locations have not been determined.

Fort Wayne Agency's Field Day

The Lupke & O'Brien agency, Fort Wayne, Ind., put on a very successful field day and party for field men representing companies in the agency and members of the agency staff. Twenty-five company men were present and 12 from the agency staff. There were golf, horseshoes and other games in the afternoon and a dinner at the Potawatomi Inn following. The agency will cele-

brate its 25th anniversary in 1942 and plans to make these gatherings annual affairs, with a special celebration two years from now.

New Wisconsin Requirement

Commissioner Dule of Wisconsin has asked the fire companies to restate, prior to Aug. 15, their actuarial bureau affiliations and the specific deviations, if any, in use at the present, from rates, rules or forms promulgated by such bureaus. He has asked the companies to state in connection with future filings, which filing the new one supersedes and whether copies have been filed with the bureaus of which the companies are members.

Insurance Men Honor Fire Chief

LANSING, MICH.—Insurance men had a leading part in staging a testimonial dinner given Chief Hugo R. Delfs of the Lansing fire department on his completion of 50 years with the department. He plans to retire in the fall.

Clyde B. Smith, former president National Association of Insurance Agents headed the invitation committee for the affair and President Roscoe Mosher of the Lansing Association served on the general arrangements committee. Nearly all Lansing association members attended and more than 20 field men were among guests.

C. E. Ulery Has New Setup

KANSAS CITY—C. E. Ulery, general agent here of the Security National Fire, has merged his operations with the Marine Underwriters Corporation of St. Louis, headed by Don E. Chilcote. He will manage the Kansas City office of Marine Underwriters, and will supervise the Kansas City territory.

Mr. Ulery has been in the insurance business in this territory 20 years, as special agent, state agent and general agent. His office is at 114 West Tenth street.

Revise Ohio Regulations

COLUMBUS, O.—The Ohio department has undertaken a revision of the qualification blank in respect to the activities of foreign brokers. The purpose is to emphasize the obligations of foreign brokers to place insurance on Ohio property secured outside of Ohio, with licensed agents only and through them in companies authorized to do business in Ohio.

Superior, Wis. Board Elects

SUPERIOR, WIS.—The Superior Board at its annual meeting elected Frank Crumpton president to succeed George Newton; H. S. Blackwood, vice-president, and William McKinnon, re-elected secretary-treasurer.

Confer on Wis. Convention Plans

Grover Miller of Racine, president of the Wisconsin Association of Insurance Agents, accompanied by William Koch, vice-president, and Robert Ebert, secretary, Milwaukee, were in Fond du Lac this week conferring with the local committee in charge of arrangements for the annual meeting of the state association there Oct. 17-18. Hugh Crosby is chairman of the local committee.

Munising Inspection Friday

Under the auspices of the Upper Peninsula Association of Insurance Agents, which is holding its annual meeting at Munising, Friday and Saturday of this week, the Michigan Fire Prevention Association will conduct an educational campaign and fire prevention survey in the city Friday. Richard E. Vernon of the fire prevention department of the Western Actuarial Bureau

Salzman Is Detroit Secretary-Manager

DETROIT—Following the decision some months ago to engage a full-time secretary - manager for the Detroit Association of Insurance Agents, the directors appointed Elmer Salzman, advertising and public relations expert, to the post and announced the launching of a progressive agent training and public relations program. The board took its cue from the Michigan association, whose secretary-manager, W. O. Hildebrand, has been assisting the Detroit board of late, pending the appointment of a full-time man. The selection was made by a committee headed by President D. T. Marantette, Detroit Insurance Agency.



Elmer Salzman
Secretary-Manager
Detroit Insurance Agency

Mr. Salzman was graduated from the University of Michigan in 1927 with the degrees of A.B. and LL.B., practiced law in Detroit for six years and engaged in sales, advertising and public relations work for another six years. He is a forceful writer and has taught evening classes in public speaking, advertising, salesmanship, finance, economics and psychology for ten years.

Mr. Salzman believes newspaper and magazine publicity results from doing enough interesting and useful work in the public interest so that the publications will be glad to carry stories about it. "Our program will be to assist the agent in his work and to present the case of stock company insurance protection to the public," he said.

will be the principal speaker at a public meeting at a dinner.

Akron Agency Advances Zang

Charles S. Zang has been appointed manager of the insurance department of Howell-Viggers Corporation of Akron, O. He has been connected with the insurance department of that company since 1936. He is a graduate of Ohio Wesleyan University and Akron Law School and was admitted to the Ohio bar last year.

Blackall to Be Ohio Speaker

Commissioner Blackall of Connecticut, president of the National Association of Insurance Commissioners, has accepted an invitation to speak at the annual meeting of the Ohio Association of Insurance Agents at the Hollenden Hotel, Cleveland, Sept. 30-Oct. 2.

A feature of the convention will be the annual advertising and publicity exhibit in connection with which the state association offers prizes for newspaper advertising and publicity, direct-by-mail exhibits and advertising specialty displays. The idea was started last year at the convention of the association in Dayton.

NEWS BRIEFS

The Kansas City (Kan.) Insurers held their annual picnic and outing at Lake Quivira July 24.

John H. Waiters, veteran inspector with the Topeka office of the Kansas Inspection Bureau, is seriously ill in a Topeka hospital following an emergency appendix operation.

Sheffer-Cunningham, adjusters, Wichita, have enlarged their staff by the addition of H. A. Onsgard, Jr., of Wichita.

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ita. Just admitted to the Kansas bar. He graduated from Wichita University in 1937 "cum laude" and received a scholarship to Duke. The Sheffer-Cunningham staff now includes 16, eight being staff adjusters covering all of Kansas and the northern half of Oklahoma.

The Insurance Women of Milwaukee held an outing and swimming party on Monday evening, in place of the regular monthly meeting.

At a dinner party held on Lake James, Indiana, 25-year service medals were presented by State Agent E. P. Carson of American Fore to E. B. Klinger, Elk-

hart, American Eagle; Edward Pray, Helmer, Continental; A. M. Keefer, Mongo, Continental. Also in attendance at the dinner were Special Agents W. E. Matchett, A. J. Mueller and S. G. Boyer.

The annual outing of the Grand Rapids Association of Insurance Agents was held Monday with 150 in attendance.

D. C. Woolf and J. P. Aikin, Bellefontaine, O., have merged their agencies under the name of Woolf & Aikin.

W. W. Hague, formerly Iowa field supervisor for the HOLC, has organized a local agency in Des Moines known as Hague & Hague, of which he is president. Offices are at 328 Des Moines building.

IN THE SOUTHERN STATES

Tennessee Insurance Cost Is Reduced \$1,300,000

NASHVILLE, TENN.—All fields of insurance in Tennessee improved in the fiscal year ending July 1, Governor Prentice Cooper stated in his annual report, which praised the administration of Commissioner McCormack. There was an increase in department revenue of about \$300,000 due to better collection methods, while operating costs remained about the same as for the previous year. The department's policy toward sound capital structure of insurance companies was made more stringent. Governor Cooper estimates more than \$1,300,000 savings was effected in premiums on all types of insurance. Workmen's compensation premiums were reduced, totaling \$745,264. Fire insurance rates on dwellings in protected areas, including small incorporated towns having a water supply system and fire equipment, reduced about 15 percent or \$250,000. The farm fire insurance schedule was adjusted resulting in reduction of \$125,000 in premiums for fire and wind-storm insurance.

Fire insurance rates on both protected and unprotected properties will be reduced an additional \$250,000 when re-inspection is completed.

Cooperative Plan for Weekly Newspapers in Tenn. Fails

Efforts to pool fire and casualty insurance of more than 100 weekly newspaper plants composing the Tennessee Press Association have failed, according to a report made to the annual meeting in Chattanooga. Mutuals were said to have been offered first opportunity to underwrite the pool, but failed to offer a satisfactory proposition.

Representatives of the Tennessee Association of Insurance Agents, under the direction of President W. M. Harris and Manager R. T. Cawthon, were on the alert for stock company interests not so much because of the volume of risks involved, but in order to prevent mutuals from gaining effective influence over the weekly papers located in every county of the state. It was felt the editorial attitude of these papers is of vital importance in a fight against the growth of consumer-cooperatives.

Ewell, Jr. to Open Agency

J. D. Ewell, Jr., is planning to open an agency in Richmond, representing the Aetna Life companies, handling general lines. He will take a training course at the home office before launching the agency. Mr. Ewell is a son of J. D. Ewell, of the Gibson, Moore & Sutton agency of Richmond, past president of the Virginia Association of Insurance Agents. After finishing col-

Arkansas School

L. H. Derby of Warren, Ark., president Arkansas Association of Insurance Agents, will take a prominent part in the Arkansas fire and casualty insurance school at the University of Arkansas, Aug. 5-9. This is sponsored by the Arkansas Association of Insurance Agents, the Arkansas Field Men's Association, the Arkansas Casualty & Surety Association, the College of Business Administration of the University. Mr. Derby will speak at the first session on "Insurance Agent's Profession." He will preside over the school the second day. The school program is chock full of excellent insurance lectures.



L. H. Derby

lege he started with the E. D. Wilson agency of the Mutual Life of New York in Richmond. Later he took a training course in the New York office of the Royal-Liverpool group with a view of becoming a special agent but decided he would rather be a local agent.

Plan Virginia Fall Meeting

RICHMOND—Directors of the Virginia Association of Insurance Agents met here to shape plans for regional meetings in the fall. They decided to stage most of the meetings between Sept. 15 and Nov. 15. They will be largely of an educational character, as they were last year.

Arson Investigators Meet

A two-day course of training in the investigation of fires was conducted at Frankfort, Ky., for the 12 new arson investigators who were employed last May 20 by the Kentucky department to fill vacancies caused by dismissals of all in-

vestigators and inspectors. The course was given by the National Board. Horace McMullen of Chicago was the principal lecturer. Officials of the department who participated included Insurance Director Goodpaster, Shelton Saufley, Jr., chief arson investigator, and D. P. Vandvier, supervisor of fire prevention and rates.

Curtis Is Officially "Dean"

By a resolution adopted by the directors of the Virginia Association of Insurance Agents, the title of "dean" is conferred upon Warren F. Curtis of Boswell & Curtis of Richmond. He gets the title for his work as chairman of the insurance school committee of the Virginia association in arranging for instructors and formulating plans in cooperation with the University of Richmond for the recent insurance school. Appreciation is also extended in the resolution to Howell M. Baker and R. A. Finnell, other members of the committee.

Vetoes 60-Day Payment Bill

NEW ORLEANS—Pointing out that the present law has worked satisfactorily for two decades and needs no change, Governor Jones vetoed a measure adopted by the legislature which would have required fire insurance companies to pay losses within 60 days.

A measure providing for preference to attorneys and employees of foreign insurance companies in event of ancillary receivership proceedings was signed by the governor.

R. T. Cawthon, manager Tennessee Association of Insurance Agents, has returned from a week's itinerary in west Tennessee where he visited exchanges and local association members in Union City, Jackson and Memphis. He is engaged in making plans for the series of insurance schools proposed at the agents' Chattanooga convention.

EAST

Boston Library Association Announces Prize Awards

BOSTON—The Insurance Library Association of Boston has announced the awards of prizes for students in its evening classes.

From the Boston Insurance Company fund of \$100, \$30 was awarded to B. S. Brennon, C. Church & Co., Lowell; \$20 to C. N. Craig, Fireman's Fund eastern department; \$15 to K. H. Bohaker, Factory Insurance Association; \$10 to R. A. Chadbourne, United Mutual Fire; \$5 each to J. W. Angell, Pawtucket Mutual Fire; Beatrice S. Warner, Federal Mutual; R. M. Whitney, Fireman's Fund; N. A. Greene, Rhode Island, Providence, and C. E. Peterson, Employers Liability.

The Employers prize fund of \$50 was awarded in four equal parts of \$12.50



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Inquiries from established Agents are invited.

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SPECIAL AGENT with 8 years local and general agency experience office and field; 5 years S/A Casualty Company; past 7 years old reputable fire company; would like change; Southern or S. E. territory preferred. Reply L-88, The National Underwriter, 175 W. Jackson Blvd., Chicago, Illinois.

each to Georgia G. Firkey, Mutual General Agency; W. A. Butz, T. P. Watkins and E. P. Worthen, all of the Employers group.

The \$50 donated by the Massachusetts Bonding for the current class in suretyship was awarded as follows: \$25 to E. F. Glynn, Fidelity & Deposit; \$10 to D. K. Knee, Gross Agency, Providence; \$5 each to W. A. Raynes, J. L. Richardson and A. C. Houghton, all of the Employers Liability.

Clarke Full-Time Secretary of Massachusetts Agents

BOSTON—Arthur H. Clarke, who has been working on a membership campaign for the Massachusetts Association of Insurance Agents, has been appointed permanent full-time secretary of the organization, President F. R. A. McGlynn of Worcester, announces. Mr. Clarke has been in the Hinkley & Woods agency in Boston 14 years, serving in all underwriting departments, and for some time has been manager of the accident and health department.

John DeMeritt Carries On

John DeMeritt is carrying on the business in Exeter, N. H., of his father, J. Frank DeMeritt, who died recently. The father had been secretary of the New Hampshire Association of Insurance Agents for many years and was editor of its publication "Granite Chips." He and his son formed a partnership just recently. Previously, the elder Mr. DeMeritt had been a partner in the Baker agency. Another son is Louis DeMeritt, who is special agent for Hartford Steam Boiler in St. Louis. J. Frank DeMeritt had been in the insurance business in Exeter 27 years. He was in the state legislature at one time and was a prominent factor in his community and state.

Want New Fire Marshal Setup

The Maryland State Volunteer Firemen's Association has adopted a resolution favoring establishment of a fire marshal's office in Maryland. At present the insurance commissioner also acts as fire marshal. Resolutions calling for state-wide regulation of the manufacture, sale and use of fireworks and urging a state-wide fire prevention code were also adopted.

Massachusetts Women Organize

WORCESTER, MASS.—The Massachusetts Association of Insurance Women was formed here, largely through the initial efforts of Mrs. Mildred Cotter Dempsey of Lynn, with the assistance at the opening meeting of President F. R. A. McGlynn of the Massachusetts Association of Insurance Agents, Worcester, and R. G. Hinkley of Boston, representing the Business Development Office. The organization starts off with 34 charter members.

Mrs. Dempsey was elected president; Miss Dora A. Frostholm, Worcester, vice-president, and Miss Mary E. Maloney, Boston, secretary-treasurer. The next meeting to complete organization will be held early in September.

Hold Joint Pittsburgh Outing

About 125 company men, agents and guests attended the joint golf and dinner party of the Pittsburgh Insurance Club and the Surety Association of Pittsburgh at the Butler Country Club, Butler, Pa. Golf winners were D. L. Swank, Hoover & Diggs; F. P. Seifker, Middle Department Rating Association; and C. H. Alexander, McCandless, Collingwood & Alexander; C. J. Burns, Aetna Casualty; F. A. Meisel, North British; G. M. Healy, Automobile; J. W. Hubbard, Keystone Adjustment Corporation; E. W. Murphy, A. L. Patterson agency; G. W. Machin, Aetna Casualty, and C. Hamilton, C. C. McKallip & Co.

Countersignature Amendment

CONCORD, N. H.—Commissioner Rouillard has sent notice to all companies except life operating in New

Hampshire that the department ruling on countersignature of policies has been amended to permit the use of the words "resident licensed agent," "authorized representative," "authorized agent" or other similar designation for countersigning policies and endorsements. Regardless of the phraseology used, however, the policies must be written and countersigned by a resident licensed agent in the state.

Hold Vermont One-Day School

MONTPELIER, VT.—A one-day school of instruction was held on the campus of the University of Vermont under the auspices of the Vermont Association of Insurance Agents. There was a large attendance from all parts of the state, a number of agencies sending their entire force of office girls to attend. No fee was required. The morning session was devoted to fire insurance, in charge of S. J. Hatfield of the Burlington stamping office and Harvey Abbott of the New England Fire Insurance Rating Association. Automobile insurance was the afternoon topic. The discussion was led by Morris O'Brien, Aetna.

Confer on Pennsylvania Convention

PITTSBURGH—Frank D. Moses, secretary-manager of the Pennsylvania Association of Insurance Agents, conferred with officers of the Pittsburgh Association of Insurance Agents on preliminary plans for the annual meeting of the state association, to be held in the Roosevelt Hotel here, Oct. 3-4.

C. B. Walker, formerly an inspector with the Factory Insurance Association in Pittsburgh, has joined the Edwards-George Company as an engineer, and is succeeded by J. R. Hastings, formerly with the Philadelphia office.

The president will give his report and Secretary Arnold Huppert of Livingston will present his report. Peter Yegen, Jr., of Billings, vice-president, will also give a report. W. G. Bloomdahl of Great Falls, Hartford Fire, president Montana Special Agents Association, will speak. There will be reports from Regional Vice-presidents W. D. Tovey, Dorman Kellogg and Charlotte Imes.

North on the Program

H. P. North of San Francisco, assistant director Business Office, will talk on "The Function of the Business Development Office." P. J. Driscoll, chairman of the fire insurance contact committee, will give a report, and C. R. Lowery of Great Falls, chairman of the rating committee, will also report.

At the afternoon session the first day, Ed Dolan of Butte, chairman of the casualty insurance contact committee, will give a report. O. M. Christinson of Glasgow will report for the Business Development committee; Anne Meissner of Glendive for the fire prevention committee, and Fritz Norby of Great Falls for the safety committee. President Sidney O. Smith of the National Association of Insurance Agents will give the chief address of the convention. G. C. Waite of Bozeman, chairman of the rural agents committee, will report, as will Ed Heidel of Bozeman, national councillor.

On the second day H. W. Semmelmeyer of the Pacific Board, San Francisco, will speak on public relations. The new officers will be installed. After adjournment in the afternoon all hands will go to a state fish hatchery at Big Spring Creek.

General Rules Revisions in Washington Announced

SEATTLE—General rules revisions announced by the Washington Surveying & Rating Bureau include the following:

Average clause deficiency insurance rule has been reworded; provisions made for covering furniture, fixtures and equipment specifically; a mandatory full reporting clause is now required and a recommended form for the coverage has been included in the rules.

A special form of civil authorities clause has been provided for use with provisional reporting form policies.

A revised lightning and electrical apparatus clause for public service, light, power and traction properties is provided, including a provision for contribution in case of joint losses covered by fire and steam boiler policies. This



NATIONAL UNION

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PA.



(Underwood & Underwood)

COAST

Program Announced for Montana Agents

The program for the annual meeting of the Montana Association of Insurance Agents to be held at the Burke Hotel, Lewistown, Aug. 19-20, is announced. C. R. Fowler of Lewistown is president and will be in charge of the business sessions. Mayor Dissly will give the address of welcome and the response will be by Irvine Bennett of Missoula.



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**CHARTER OAK FIRE
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July 25, 1940

THE NATIONAL UNDERWRITER

27

provision also applies to the \$100 deductible inherent explosion clause attached to policies on public service and similar risks.

The minimum premium requirement of \$1 on unearned premium insurance has been deleted.

An amendment to watchman's clauses applying to amusement parks, apartment houses, banks, city residential clubs, etc., has been instituted, defining the term "night" as that period beginning at 10 p. m. and ending at 6 a. m.

Hop drying charges in the farm tariff have been modified where drying is done by steam heat with detached boiler house or when heating units are enclosed in masonry or incombustible heat chambers are used.

Wayne Meek Featured in Wyoming

Wayne C. Meek of Seattle will represent the National Association of Insurance Agents on the program of the Wyoming Association of Insurance Agents at Casper Sept. 6-7. Mr. Meek is a member of the executive committee of the National association. Albert Tweed of Casper is general chairman of the convention. Casper has been host to this convention on several occasions in the past and the local agents there know how to handle the requirements.

Washington Meeting Aug. 13-14

SEATTLE—The Washington advisory committee will hold its regular meeting Aug. 13-14 so as to permit members who will be attending agents' conventions in the Pacific northwest earlier in the month to include the sessions in their itinerary.

The afternoon of Aug. 13, L. K. Woolley, manager Washington Survey & Rating Bureau, will be host at the traditional golf game.

Start Cal. "Visitation Program"

Frank Colridge, executive secretary California Association of Insurance Agents, has returned to his Oakland headquarters following a two weeks' field trip through southern California. It is expected the "visitation program" of the association directors will commence shortly. Each member of the board will appear before the various local associations in his territory to give a detailed report on the activities of the state association.

Plans for Utah Meeting

SALT LAKE CITY—The Utah Fire & Casualty Insurors Association is now arranging for its annual meeting to be held Aug. 2 at the Hotel Utah. There will be a morning and afternoon session with a banquet in the evening. President Sidney O. Smith of the National Association of Insurance Agents is expected to be present and give an address. Another speaker will be H. W. Semmelmeyer of San Francisco, public relations official of the Pacific Board.

Plan Past Presidents Dinner

PORLAND, ORE.—An innovation at the convention of the Oregon Insurance Agents Association here Aug. 5-6 will be the past presidents dinner the evening of the opening day. President G. W. Haerle will be host to all the agents who have served as president and the formation of an organization is

expected. The list of "exes" includes Homer Smith, Salem; Jack Pratt, Eugene; Paul O. Landry, Klamath Falls; Merrill D. Ohling, Salem; John C. Sturm, Portland; Claude Nasburg, Marshfield; R. W. Schmeer, Portland, and Ward Coble, Bend.

M. W. Mays, assistant director Business Development Office, will speak Aug. 5 on "Making Competition." Registrations are coming in rapidly and Secretary Howard Vallentyne prophesies the largest and best convention yet held.

NEWS BRIEFS

The annual insurance picnic under joint sponsorship of the Portland (Ore.) Insurance Exchange and Life Under-

writers Association brought out an attendance of more than 1,500.

Paul J. Finney, former Seattle insurance man, has established the Pacific General Agency in the Medical building, Bellingham, Wash.

At the Seattle Blanket Club's next meeting Aug. 13, Douglas Schroeder will speak on "Fiduciary Bonds."

The annual golf tournament of the Insurance Women's Association of Portland, Ore., will be held at Broadmoor Golf Club July 28.

Henry L. Boos, Pacific Board, has been elected commander of Insurance Post No. 404, American Legion, at San Francisco.

IN THE CANADIAN FIELD**Canadian Wheat Pools
Launch Insurance Company**

OTTAWA, CAN.—The bill in the house of commons to give the Pool Insurance Company a Dominion charter was given a third reading despite much criticism from government supporters.

This company, formed by the wheat pools of Manitoba, Alberta and Saskatchewan and engaged in the business of insuring its own property and crops, is seeking extension of its powers so it may engage in all types of insurance except life in the prairie provinces.

Dividends to shareholders will be limited to 5 percent a year, non-cumulative, under an amendment adopted by the committee. This means that before the company distributes dividends to patrons it must make provision for not more than 5 percent dividends to shareholders. This amendment was recommended by the Dominion superintendent.

Opposition to the bill before the committee was mainly based on the fact that

the company's operations are based on a primary product, wheat, the successful handling of which has required heavy government subsidy in recent years. The pools, having a membership of about 100,000 farmers, would be in a position to command all of the insurance business of that group, opponents claimed.

Arthur Slaght, member of the government party in power, opposed the measure because it would permit the pools to compete with existing companies and place operations in the hands of men not experienced in insurance.

Get Globe & Republic in Toronto

TORONTO—Universal Insurance Agencies have been appointed Ontario general agents of the Globe & Republic. P. J. Perrin, Inc., of Montreal is manager for Canada of the Globe & Republic.

Hail Experience Favorable

TORONTO—An average loss ratio of 22.03 in 1939, compared with 74.95



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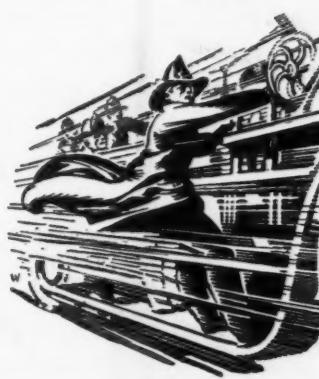
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in 1938, combined with a large gain in premium income, gave companies writing hail insurance in western Canada a profitable year in 1939, according to a report from the Hail Underwriters Association. Premiums in 1939 totaled \$1,563,731. This included business written by the Home of New York group, not included in the 1938 total of \$1,005,891.

Employers Advances Curtis

TORONTO—Charles Curtis has been appointed superintendent of agencies for Ontario by the Employers Liability, succeeding H. D. Dempsey, who takes over the Vancouver branch.

Mr. Curtis joined Employers Liability in 1912 and has been with it ever since, except for time spent overseas in the last war.

In Vancouver Mr. Dempsey succeeds James A. Young, who retires after 22 years of service.

Lieut.-Col. F. B. Stephenson of Ker & Stephenson, Victoria, B. C., has been called to the colors as commanding officer of the Third battalion of the Canadian Scottish.

Countersignature Legislation Viewed by Two Groups

(CONTINUED FROM PAGE 15)

producing agent or broker who does all the work and services the business. In some cases a company group may have one of its affiliates not licensed in the state and it can be used where countersignature has to be effected. This will be the course pursued in some cases although other offices that are conscientious about the whole affair take the position that this is simply taking advantage of the situation and refuse to be led into it. The general impression now prevails that it will be wholesome for companies to insist on an exact compliance with the law as the easiest and most emphatic way of bringing the full effect of such measures to all concerned.

It is generally felt, however, that large assured, with properties located throughout the country desiring a free flow of insurance, will not allow themselves to be embarrassed or tied up through countersignature exactions that are considered unreasonable and will insist on unlicensed companies being used if they are financially stable.

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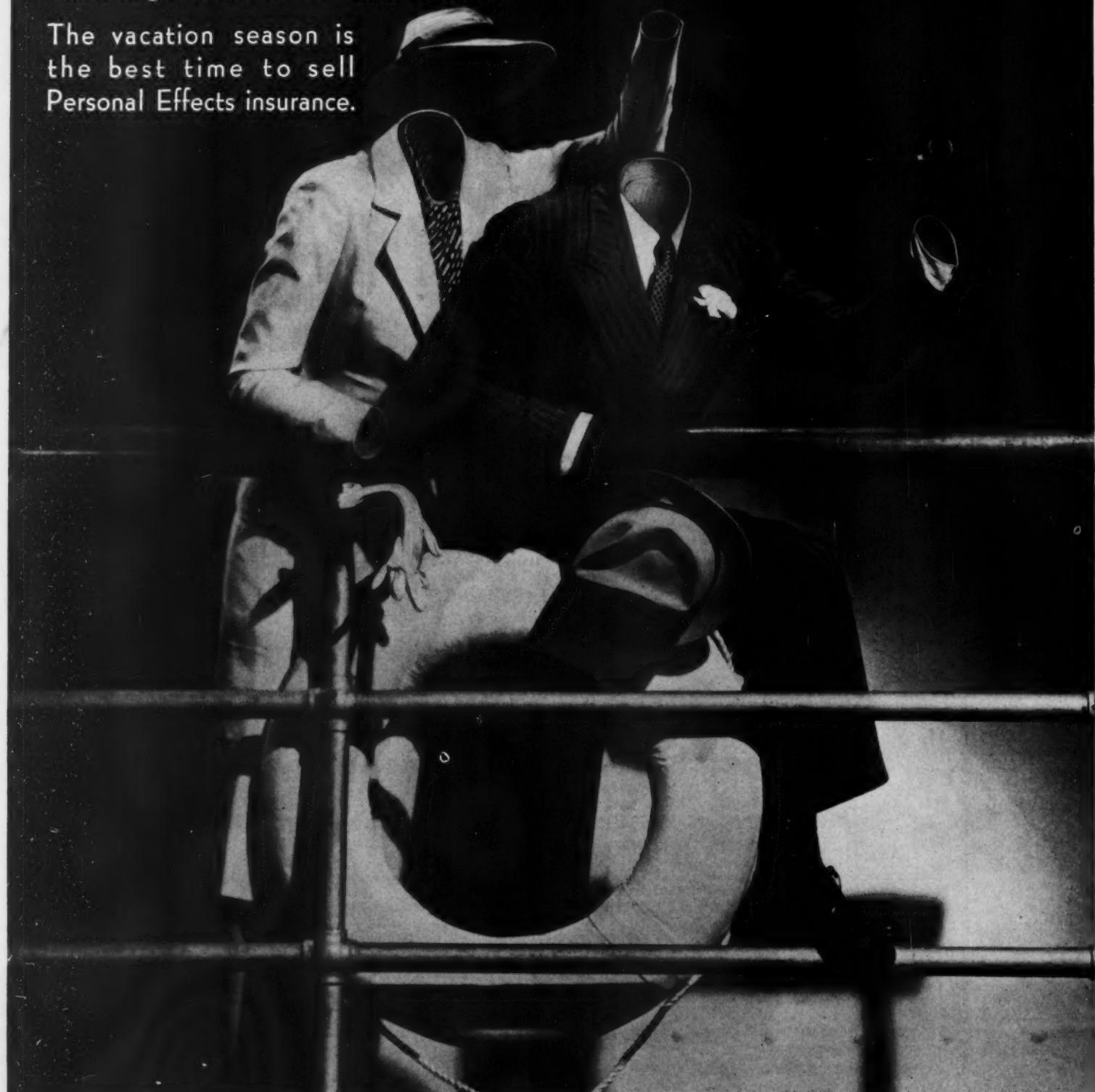
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